



# ECONOMIC DEVELOPMENT ROUNDTABLE

MARCH 17, 2022

Hosted by the Assembly  
Committee on Jobs, Economic  
Development, and the Economy  
Assemblymember Sabrina  
Cervantes, Chair



# WELCOME AND OVERVIEW

Agenda Item I

# REVIEW THE AGENDA

- I. Welcome and Overview
- II. Economic Data
- III. Association and Public Program Updates
- IV. Implementation of Economic Growth and Recovery Programs
- V. Information Sharing of Upcoming Economic Recovery Proposals
- VI. Final Comments and Adjournment

# JEDE CHAIR ASSEMBLYMEMBER SABRINA CERVANTES

- Elected to the Assembly in 2016.
- Has served on the JEDE Committee for three terms, including two as Chair.
- During the COVID-19 pandemic, Sabrina is focusing the Assembly Jobs Committee on tracking and disseminating information to stakeholders about resources available to help keep small businesses open and workers employed.
- The Assembly Jobs Committee regularly convenes stakeholder groups to exchange information, collaborates on small business outreach projects, and maintains a webpage with information about resources, free webinars, and recovery activities in California. <https://ajed.assembly.ca.gov/content/covid-19-resources>



# INTRODUCTIONS

Thank you for joining us today.

Please use the chat to introduce yourself, your organization with weblink, and the email you prefer people to use.

We will also do a quick round-robin for everyone to identify themselves and their organization on the microphone.

If this is your first meeting, feel free to take a little more time to briefly introduce yourself to the group.





# ECONOMIC DATA

Agenda Item II



# REFLECTIONS ON CALIFORNIA'S COVID-19 RECOVERY

## Immediate Economic Impact:

- CA experienced a 2.7 million drop in jobs between March and April 2020 and a 1.6 million drop in jobs between the first and second quarters of 2020.
- Lower-wage workers and small businesses were most impacted by business closures, including workers and businesses owned by people of color, as well as women.
- It is estimated that 19,000 businesses in CA permanently closed their doors during the pandemic.

## Reopening:

- CA has regained 2.2 million, or nearly 83.6%, of the 2.7 million jobs that were lost in March and April 2020 due to the COVID-19 pandemic. *(based on January 2022 employment numbers)*
- Recovery is supported by vaccines – over 74.1% of CAs over the age of 5 are fully vaccinated.
- CA has had an unequal recovery, and many areas of the state and industry sectors are still in distress.

# REVISED DECEMBER EMPLOYMENT NUMBERS

- **Employment growth** in CA from December 2020 to 2021 was revised from 6.0% to 6.5%. This revision translates into 95,400 more jobs added in the state during the year than EDD originally estimated.
- This reflects an increase of CA jobs that was more than 50% greater than the national growth rate.
- Recovery from COVID-19-related job losses continues. Based on the revised data, there were 551,400 fewer jobs in the state's economy in December 2021 compared to February 2020. This translates to a payroll employment decline of -3.1% relative to pre-pandemic levels.



# DATA POINTS

*[Employment data for January 2022.]*

- ❖ Total nonfarm employment in CA for January 2022 was 17.9 million, reflecting an increase of 109,000 jobs from the prior month, up 940,000 from January 2021.
- ❖ The CA unemployment rate in January 22 was 5.8% with over 1.1 million unemployed individuals, -533,000 lower than in January 2021. The comparable federal unemployment rate was 4.0%.
- ❖ CA has regained 2.2 million (82%) of the 2,714,800 jobs that were lost in March and April 2020 due to the COVID-19 pandemic.
- ❖ For 48% of the people who filed for some form of unemployment-related benefit in the week ending March 5, 2022, their highest level of educational attainment was a GED or high school diploma or less. \$181 billion has been paid to out-of-work Californians since start of pandemic.
- ❖ January 2022 unemployment rates: 14.9% for Teenagers, 11.3% Blacks, 7.6% Hispanics, and 6.5% Whites. Comparable unemployment rate is 6.9%, based on a 12-month rolling average. The labor participation rate in January 2022 was 61.5%. There are over 1 million not in the labor force who want a job but are no longer looking.
- ❖ <https://www.edd.ca.gov/Newsroom/unemployment-january-2022.htm>

# UPDATED COVID-19 GUIDANCE

## Data from CDPH for 3-15-22:

- CA has had 8.4 million confirmed COVID-19 cases.
- There have been 86,927 COVID-19 deaths.
- Approximately 100 people died in CA a day of COVID-19, based on a 7-day average.
- Over 66% of these deaths have been of BIPOC.
- There is a 1.4% positivity rate of those tested.
- There are 2,227 hospitalizations statewide.
- There are 400 patients in ICUs statewide.
- **Mask Mandates** – New mask orders are in effect February 16, 2022.
- **Track Free PPE delivered by County:**
- **Order Free At-Home, Rapid COVID-19 Tests**
- PPE Unite will be holding mask distribution drives at various to-be-announced locations throughout the state. Interested businesses are encouraged to visit [www.PPEUnite.org](http://www.PPEUnite.org) to sign up for future distribution dates.

# FAQ ON LABOR AND EMPLOYMENT TERMS

- **What is the definition of the civilian labor force?** The labor force includes all people age 16 and older who are classified as either employed or unemployed. Those persons not classified as employed or unemployed are not in the labor force.
- **Is the count of unemployed persons based on the number of people receiving unemployment insurance benefits?** No; the estimate of unemployment is based on a monthly sample survey of households. There is no question relating to unemployment insurance benefits in the monthly survey.
- **How is a person classified as employed?** A person is employed if, during the survey reference week, they meet any of the following criteria: (1) they worked at least 1 hour as a paid employee or in their own business; (2) they were temporarily absent from their job, business, or farm, whether or not they were paid for the time off; or (3) worked without pay for a minimum of 15 hours in a business or farm owned by a member of their family.
- **How is the unemployment rate calculated?** The unemployment rate is the number unemployed as a percent of the labor force. A person is classified as unemployed if, based on the monthly sample survey of households: (1) they had no employment during the reference week; (2) they were available for work; and (3) they made specific active efforts to find employment sometime during the 4-week period ending with the reference week.
- **What are the alternative measures of labor underutilization (U-1 through U-6)?** In addition to the official unemployment rate, the Bureau of Labor Statistics publishes a range of alternative measures of labor underutilization. Together, these are known as the U-1 through U-6 rates. [Concepts and Definitions \(CPS\) \(bls.gov\)](#) (see next slide)

# ALL SIX RATES, U-1 THROUGH U-6, ARE PRODUCED SOLELY FROM DATA COLLECTED IN THE CURRENT POPULATION SURVEY.

**U-1** is limited to people unemployed for 15 weeks or longer and is expressed as a percentage of the civilian labor force. U-1 is calculated as:  $(\text{Unemployed 15 or more weeks} \div \text{Labor Force}) \times 100$ .

**U-2** is limited to unemployed job losers, including people who completed temporary jobs, and is expressed as a percentage of the civilian labor force. U-2 is calculated as:  $(\text{Unemployed job losers and people who completed temporary jobs} \div \text{Labor Force}) \times 100$ .

**U-3** is the official unemployment rate. It is the total number of unemployed people, expressed as a percentage of the civilian labor force. U-3 is calculated as:  $(\text{Total Unemployed} \div \text{Labor Force}) \times 100$ .

**U-4** adds discouraged workers to the total number of unemployed people, and is expressed as a percentage of the civilian labor force plus discouraged workers. (Discouraged workers are a subset of people not in the labor force. They are not included in the official unemployment measure because they have not searched for work in the last 4 weeks.) U-4 is calculated as:  $(\text{Total Unemployed} + \text{Discouraged Workers}) \div (\text{Labor Force} + \text{Discouraged Workers}) \times 100$ .

**U-5** adds all people who are marginally attached to the labor force (which includes discouraged workers) to the total number of unemployed people, and is expressed as a percentage of the civilian labor force plus those marginally attached to the labor force. U-5 is calculated as:  $(\text{Total Unemployed} + \text{Marginally Attached to the Labor Force}) \div (\text{Labor Force} + \text{Marginally Attached to the Labor Force}) \times 100$ .

**U-6** is the broadest measure of labor underutilization. In addition to the total number of unemployed and all people marginally attached to the labor force, U-6 includes people at work part time for economic reasons (also called involuntary part-time workers) and is expressed as a percentage of the civilian labor force plus the marginally attached. U-6 is calculated as:  $(\text{Total Unemployed} + \text{Marginally Attached to the Labor Force} + \text{People at Work Part Time for Economic Reasons}) \div (\text{Labor Force} + \text{Marginally Attached to the Labor Force}) \times 100$ .



# KEY RECOVERY CHALLENGES

Based on stakeholder engagement, published reports, and other committee activities

# 2022 KEY RECOVERY CHALLENGES

- ❑ **Most Impacted Still Face Biggest Challenges:** Data continue to suggest that women- and minority-owned businesses were hardest hit and continue to have the greatest challenges in accessing technical and financial assistance.
- ❑ **With So Many Options, It Can Be Confusing:** The variety of programs make it difficult for businesses and workers to know where to start.
- ❑ **Complex Documentation Requirements:** Many of the state's smallest businesses find the documentation requirements for applying for COVID-19 resources to be a significant barrier.
- ❑ **Fast-Track Procurement Can Result in Less Small Business Participation:** Accessing state procurement opportunities are challenging with the number of contracts being made under disaster declarations and budget exemptions, as well as the loss of in-person events to meet primes.
- ❑ **Old Problems Become Greater Challenges:** COVID-19 is amplifying old business operation challenges, including local broadband capacity, supply chain disruptions, the cost of regulatory compliance, and the access to capital and a qualified workforce.
- ❑ **COVID-Generated Debts are Coming Due:** In addition to addressing worker shortages, many small businesses are facing large re-payments of back rent while struggling to re-open.



# CHECK LIST OF 2022 KEY ISSUES (SLIDE 1 OF 2)

- **Tracking and Monitoring of Programs Funded in 2020-21 and 2021-22:** The Legislature was very clear that new funding was to benefit those businesses and workers who were most impacted by COVID-19. This means a priority for our lowest-wage workers who may have lost their jobs or taken/continued to work in high-risk essential jobs, as well as a priority for our smallest sized businesses, including businesses owned by women and people-of-color.
- **Small Business Technical Assistance Expansion Program:** More TA funding and program changes are needed to meet current small business needs. Program updates and sunset extension included in AB 1072 (Reyes). The program sunsets January 1, 2024. \*In the Governor's proposed 2022-23 budget he makes the program permanent and increases funding.
- **Pipeline of Capital-Ready Small Businesses:** Technical assistance funding delivered in a coordinated manner is needed to create a pipeline of small businesses who are ready to access capital programs funded through State Small Business Credit Initiative (SSBCI). \*Joint hearing of JEDE and Budget Sub 4 on March 29, 2022 at 1:30 pm.
- **Commercial Rent Relief for Small Businesses:** The repayment of over a year of back rents by small businesses could be an overwhelming financial burden. AB 1147 (Cervantes), held in Assembly Appropriations, offers an incentive to landlords to forgive back rents in exchange for tax credits.

# CHECK LIST OF 2022 KEY ISSUES (SLIDE 2 OF 2)

- **Net-Zero Powered Economy – Could Drive Workforce Training:** The Community Economic Resiliency Fund (CERF) program is only one part of the state’s work in creating an equitable transition to a zero-emission economy. There can be no transformative set of actions until there is an authentic recognition of who Californians are today and how these necessary changes will impact all industry sectors, workers, and communities. *\*Several proposals included in Governor’s proposed 2022-23 budget*
- **Preparing for Federal Infrastructure Funding:** CA will receive billions in federal infrastructure funds. We have a lot of work to do to prepare for these funds – especially if we want these moneys to help lift workers who have historically been underserved.
- **Unemployment Insurance Repayment Costs to Small Businesses:** Without state intervention, businesses will be forced to pay higher UI costs due to government mandates to close businesses. 2021-22 budget discussions included a Legislative proposal (\$2 billion) and a Governor proposal (\$1.1 billion) to offset costs to small businesses. *\*Governor has a revised proposal in his 2022-23 budget*



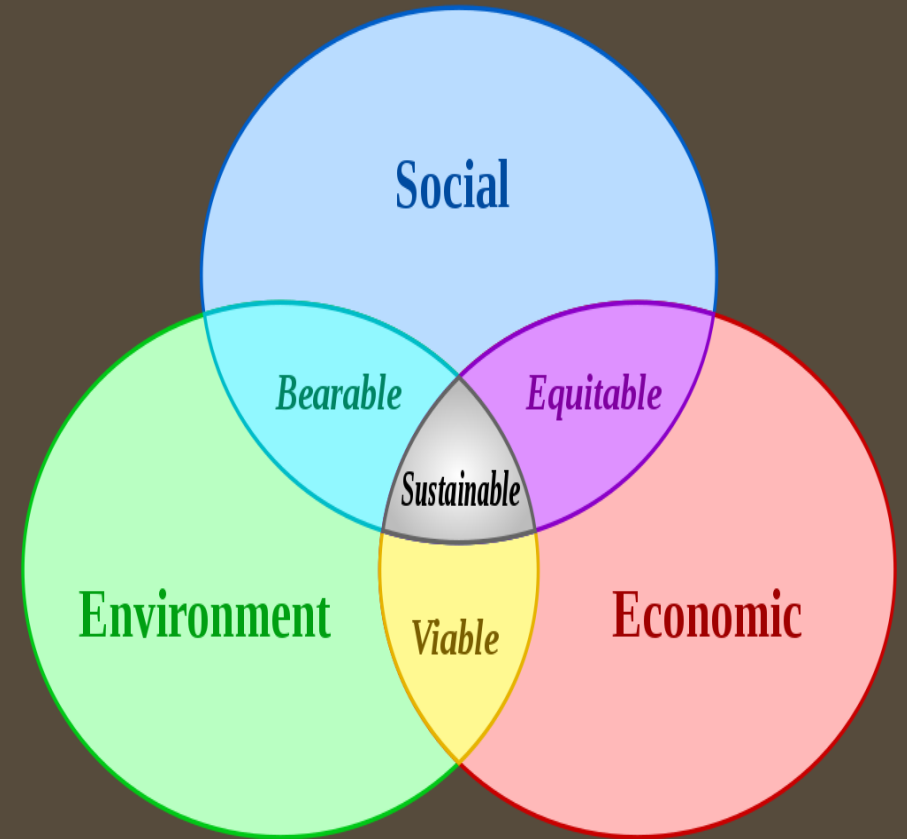
# ASSOCIATION AND PUBLIC PROGRAM UPDATES

Agenda Item III

## SPEAKERS — AGENDA ITEM III

- **Heidi Pickman** with CAMEO
- **Jessica Gonzales** with the Economic Development Department at City of Corona and CALED Board Member
- **Claudia Viek** with *Invest in Women Entrepreneurs* and the California Women's Business Center Network

All roundtable participants are encouraged to share their priorities, publications, and experiences.



# NEW REPORT ON EMPLOYMENT SOCIAL ENTERPRISES

Georgetown University's Business for Impact, with support from the Bank of America Foundation, released [new report](#) on the powerful role of employment social enterprises (ESEs) to create economic mobility for millions of people striving to overcome employment barriers.

The research focused on ESEs that employ population groups that have traditionally been excluded from work, including people who are formerly incarcerated; people with intellectual, emotional, and physical (IEP) disabilities; immigrants or refugees; veterans; people from low-income backgrounds, and opportunity youth.



# JOINT HEARING ON SSBCI AND INCLUSIVE RECOVERY

- On Tuesday, March 29, 2022, the Assembly Committee on Jobs and the Assembly Budget Subcommittee 4 – State Administration is holding a joint hearing on the state's implementation of SSBCI and inclusive economic growth.
- The hearing is scheduled from 1:30 to 3:30 pm. You can view the hearing on the Assembly's website at <https://www.assembly.ca.gov/todaysevents>.
- Featured speakers include the LAO, IBank, and the California Pollution Control Financing Authority, as well as a stakeholder panel and public comment.
- With over \$1.1 billion in federal funding flowing to California, this hearing is an important opportunity to learn more about the program and offer recommendations on how to align other federal, state, and local resources to maximize the impact on California small businesses.



# CALIFORNIANS FOR SAFE STORES AND NEIGHBORHOODS

The California Retailers Association President launched a new statewide coalition — Californians for Safe Stores and Neighborhoods — as a “direct response to the growing crisis of organized retail crime”

“California Governor Gavin Newsom and the Legislature made an important first step to address organized retail crime by extending funding for the retail crime task force in last year’s budget. This year, Governor Newsom announced “The Real Public Safety Plan,” which includes over \$300 million per year over the next three years to ... combat organized retail crime so Californians and small businesses across the state can feel safe.”

“Organized retail crime and retail theft have quickly become one of the highest profile and top of mind issues in California. Our focus is to promote policies that will protect retail employees, retail customers and the neighborhoods in which retailers, large or small, operate.”

To join the coalition: <https://casafeshopping.org/join-the-coalition/>



One Region...  
One Contact

# VALLEY ADVANCE INITIATIVE

California Central Valley  
Economic Development  
Strategic Plan

California Central Valley EDC 2022

## VALLEY ADVANCE INITIATIVE

### THE OPPORTUNITY

Dynamics in the Central Valley are at an all time high. It is critical that we retain and capture new jobs within the State by facilitating industry demand and building a demand-driven workforce. The availability of skilled labor is the #1 requirement, along with available sites and favorable business climate.

### Our Focus

California Central Valley Economic Development Corporation (CCVEDC) focuses on growing businesses in targeted industries that have comparative advantages in the San Joaquin Valley: **Value-Added Agriculture, Health & Medical, Manufacturing, Logistics/ eCommerce, Renewable Energy & Natural Resources.**

We are working on several fronts to support the region's economic health through facilitating investments in infrastructure and business incentives, aligning economic development and workforce efforts in the eight-county region, creating a climate that supports and promotes entrepreneurship, leading renewable and clean-energy efforts, and promoting the San Joaquin Valley as a business destination.

CCVEDC contacts approximately 1,300 businesses and 2,500 site selectors and brokers through its annual marketing activities, including website, trade shows, trade missions and industry and real estate contacts. Historically, the CCVEDC focused on outreach to expanding and relocating companies in California and the nation. Recently, the partners have worked together on a plan that includes both exporting and foreign direct investment which focuses on growing existing business.

*"The dynamics of California's Central Valley region, with an industrial base of more than 370 million square feet, mirror the favorable activity we have encountered over the last three years in Southern California and other major distribution markets in Dallas, Atlanta and Chicago."*

*Carter Ewing, CT Realty Managing Partner*

CCVEDC and its partners must work together to build site capacity and a skilled workforce for local business. CCVEDC is positioned to carry out this role through its network of relationships with local business, brokers, workforce and education entities.



### THE VALUE: Building Healthy Economies

#### Increased Tax Base

The additional revenue provided by economic development supports and improves local infrastructure, such as roads, parks, and emergency services.

#### Job Development, Retention, & Attraction

Economic development provides better wages, benefits, and opportunities for advancement.

#### Business Retention

Businesses feel appreciated by the community and, in turn, are more likely to stay.

#### Economic Diversification

A diversified economic base helps expand the local economy and reduces a community's vulnerability.

#### Improved Quality of Life

More local tax dollars and jobs raise the economic tide for the entire community.

source: caled.org



California Central Valley EDC  
www.centralcalifornia.org

# WBC Support for Childcare Expansion in CA

- Lack of Childcare in CA
- Childcare Deserts <https://childcaredeserts.org/>
- Women left labor force in droves during pandemic
- WBCs helping childcare providers to start or expand programs

## Five WBCs offering specific business support

- Financial planning
- Assistance with licensing
- Support Groups
- Bi-lingual

- Southwestern College WBC in San Diego
- WEV- using ETP SEED funds in Santa Barbara
- CA Capital in Sacramento
- NEW-WBC in LA region
- El Pajaro CDC in Salinas and Watsonville regions



# Creating Jobs as Business Owners and Enabling more Women to re-enter the Workforce

- 2,700 new slots will be created by childcare providers
  - Family Day Care
  - Pre-Schools



Invest in California's  
Women Entrepreneurs

## WOMEN'S BUSINESS CENTERS ARE SUPPORTING THE EXPANSION OF CHILDCARE IN CA

More Childcare Means More Women in the  
Workforce and Increased Household Incomes



### PROBLEM

"The U.S. currently ranks 35th out of 37 major economies in public investment in young children, as the president has pointed out, and most advanced countries spend an average of \$14,000 per year for a toddler's child care, compared with roughly \$500 in the United States. It's often left up to the women of the child care workforce, advocates say, to bear the brunt of that inequity." Karen deSouza, in EdSource Newsletter, Feb. 22, 2022.

### CLIENT

**TERESA TOPETE**  
Teresa Topete Nursery School  
San Diego

*"I began my Child Development studies and I learned for the first time about a group of businesswomen in San Diego, the Women's Business Center, and the support they provide to women like me that we don't speak English. The friendly staff at the WBC contacted me right away. Since that moment, I have received training and education in business and finance and motivation, support, and assistance of my business advisor Sandra Fernandez, to obtain the family childcare license in my home. In the middle of this global health crisis, without the immediate financial resources to start my business, the WBC supported me with various resources to pay for the startup cost and obtain the license. Today, I have in my hands my Family Child Care operating permit and an invaluable opportunity in this country."*

### SOLUTION

WBCs are addressing this inequity by offering business assistance and capital to childcare providers, most of whom are Women of Color and lower income. In the past 12 months, five WBCs reported that their clients created 2700 childcare slots in their communities. With more resources, WBCs could double this impact, putting more women back into the workforce, sustaining stronger childcare programs and benefiting thousands of children with stable early childhood education.

[www.californiawbc.org](http://www.californiawbc.org)



# IMPLEMENTATION OF ECONOMIC GROWTH AND RECOVERY PROGRAMS

Agenda Item IV

# SPEAKERS — AGENDA ITEM IV

- Toni Symonds with the JEDE Committee to facilitate our discussion
- Bianca Blomquist with [Small Business Majority](#)

Roundtable participants are encouraged to use this time to share new and update on-going initiatives to address economic recovery challenges.

# JUSTICE-INVOLVED YOUTH GRANTS

The US Department of Labor released an RFP for \$85 million to support programs that prepare and empower justice-involved youth and young adults with skills training, employment services, educational support and mentorship.

- The approximately 29 grants - ranging from \$1.5 to \$4 million each – are intended to focus on youth and young adults impacted by community violence, particularly in areas of concentrated crime and poverty and in communities affected by significant social unrest.
- Posted Date: Mar 07, 2022
- Closing Date for Applications: Apr 21, 2022
- Grant Opportunity: <https://www.grants.gov/web/grants/view-opportunity.html?oppld=336623>

# SEED GRANT UPDATE

The Employment Training Panel (ETP) released the Solicitation for Proposals for the Social Entrepreneurs for Economic Development (SEED) Grant on January 11, 2022.

A total of \$17 million in SEED grants are available, with \$15 million allocated to the SEED Entrepreneurship Program, and \$2 million allocated to the SEED Demonstration Project.

ETP received a total of 57 proposals; 50 proposals for grants under the SEED Entrepreneurship Program, and 7 proposals for grants under the SEED Demonstration Project. **Final awards** are contingent upon board approval at March 25, 2022, hearing. [Proposed awards:](#)

- **SEED Entrepreneurship Program:** Southwestern College Foundation; Women's Economic Ventures; Local Initiatives Support Corporation (LISC) San Diego; Renaissance Entrepreneurship Center; Libreria Del Pueblo Bay Area Community Resources; Caravanserai Project; Pars Equality Center, Los Angeles; City Heights Community Development Corporation; El Pajaro Community Development Corp.; Immigrants Rising; and ICON CDC
- **SEED Demonstration Project:** Mission Economic Development Agency (MEDA) and CA Center for Cooperative Development

# CA SENDS AID TO UKRAINE

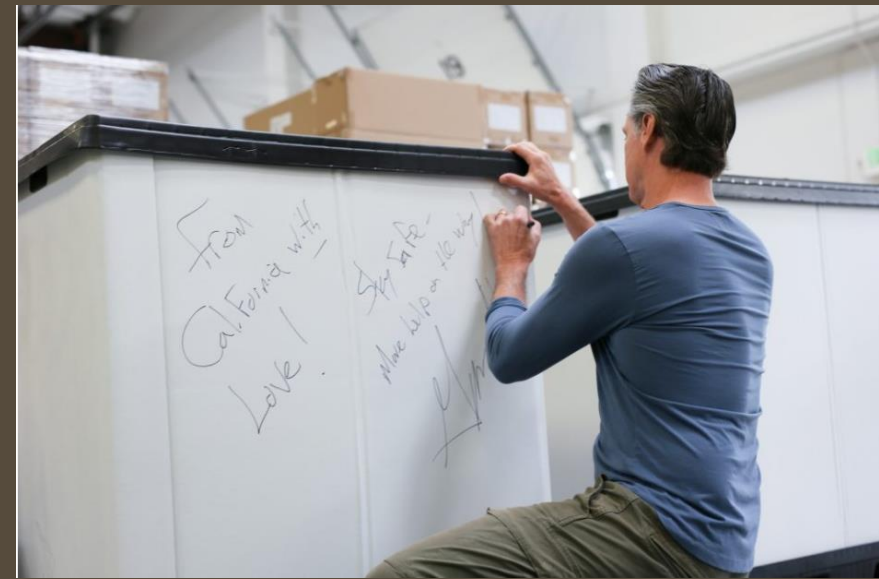
The Governor's Office of Emergency Services is sending emergency medical equipment to aid Ukrainian refugees. [Governor Newsome helps pack.](#)

The supplies packaged today include:

- A California Medical Station that includes beds, wound and IV kits, a defibrillator, wheelchairs, and other necessary supplies.
- One hundred oxygen concentrators.
- Personal protective equipment to supply refugee camps.

Earlier in the month, the Governor met with Consul General of Ukraine in San Francisco Dmytro Kushneruk to express CA's solidarity with the Ukrainian community and discuss the state's current efforts to support the people and government of Ukraine."

"The Governor has signed an [executive order](#) directing state agencies to ensure their contractors are complying with economic sanctions imposed in response to Russia's attacks, and [called for state pension funds](#) to halt the flow of money from the state to Russia and to ban the purchase of Russian debt."



California stands with 







# PROGRAMS WE ARE TRACKING

Approved Programs & Initiatives

# LINKS TO PROGRAM AND FUNDING PACKAGES

- [\\$900 million COVID Relief Act](#) (federal) and \$1.4 billion Omnibus Appropriation Act – signed into law in December 2020
- [\\$1.9 trillion Biden American Rescue Plan](#) (federal) – signed into law on March 11, 2021
  - Includes \$894 million in [State Small Business Credit Initiative](#)
- [\\$7.6 billion Early Action Budget Agreement](#) (state) includes \$2.1 billion for small businesses who are experiencing pandemic hardship – signed into law on February 23, 2021
- [California \\$6.2 billion tax cut to small business](#) (state) – signed into law on April 29, 2021
- [California State Budget for 2021-22](#) (state) – signed into law on July 12, 2021
- [\\$1.7 trillion INVEST in America Act](#) (federal) – signed into law on November 15, 2021
- [\\$6.1 billion in Tax Relief and \\$1.9 billion Early Action Budget Agreement](#) (state) – signed into law on February 10, 2022





# BUILD BACK BETTER INFRASTRUCTURE (HR 3684)

Enacted November 15, 2021  
(Slide 1 of 6)

# BIPARTISAN INFRASTRUCTURE LAW — THE INFRASTRUCTURE INVESTMENT AND JOBS ACT (IIJA) (SLIDE 2 OF 6)

- Permanently establishes the Minority Business Development Agency (Major accomplishment).
- \$55 billion to expand access to clean drinking water for households, businesses, schools, and child care centers.
- \$65 billion to help ensure that every American has access to provide reliable high-speed internet through broadband infrastructure deployment.
- Reauthorizes surface transportation programs for five years and invests \$110 billion in additional funding to repair roads and bridges and support major, transformational projects.
- \$89.9 billion in guaranteed funding for public transit over the next five years.
- \$17 billion in port infrastructure and waterways and \$25 billion in airports to address repair and maintenance backlogs, reduce congestion and emissions near ports and airports, and drive electrification and other low-carbon technologies.
- \$7.5 billion to build out a national network of EV chargers.
- \$65 billion investment in clean energy transmission and grid upgrades.

Links to more detail on what is in the [new infrastructure law](#). [White House](#) [DOT](#) [DOC](#) [NCSL](#)

# GUIDEBOOK AND FREE INFRASTRUCTURE SCHOOL (SLIDE 3 OF 6)

## **Guidebook and Free Webinar Series:**

**Infrastructure  
School** is a series of 12 in-depth webinars to help stakeholders better understand the programs within the [guidebook](#) and [www.build.org](http://www.build.org)

- **Ports and Waterways** – Tuesday, February 15, from 1:00 to 2:00 pm (PT)
- **Airports** – Thursday, February 17, from 1:00 to 2:00 pm (PT)
- **Electric Vehicles** – Tuesday, February 22, from 1:00 to 2:00 pm (PT)
- **Public Transportation** – Thursday, February 24, from 1:00 to 2:00 pm (PT)
- **Rail Road** – Tuesday, February 28, from 1:00 to 2:00 pm (PT)
- **Roads, Bridges and Major Projects** – Thursday, March 3, from 1:00 to 2:00 pm (PT)
- **Safety** – Tuesday, March 8, from 1:00 to 2:00 pm (PT)
- **Clean Energy and Power** – Thursday, March 10, from 1:00 to 2:00 pm (PT)
- **Water** – Tuesday, March 15, from 1:00 to 2:00 pm (PT)
- **Resilience** – Thursday, March 17, from 1:00 to 2:00 pm (PT)
- **Environmental Remediation** – Tuesday, March 22, from 1:00 to 2:00 pm (PT)
- **Broadband** – Thursday, March 24, from 1:00 to 2:00 pm (PT)

# SELECTED IIJA FORMULA FUNDING ANNOUNCED (SLIDE 4 OF 6)

- **Bridges:** CA will receive \$29.5 billion over five years for funding highways and bridges.
- **FAST Act:** CA will receive \$179 million in 402 formula funding for highway safety traffic programs.
- **Motor Carrier Safety Assistance Program:** CA will receive \$152.2 million over five years to augment commercial motor vehicle safety efforts.
- **EV Charging Stations:** CA will receive \$384 million over five years to support the expansion of its EV charging network.
- **Airports:** CA will receive \$1.5 billion for airport infrastructure improvements over five years.

CA and its local governments may also apply to 20 new & expanded competitive grant programs, including \$5 billion available for airport terminal upgrades, \$23 billion for high-capacity transit projects, and \$5.6 billion for the purchase or lease of zero-emission transit buses as well as acquisition, construction, and leasing of required supporting facilities. [https://www.transportation.gov/sites/dot.gov/files/2021-11/Bipartisan Infrastructure Law California.pdf](https://www.transportation.gov/sites/dot.gov/files/2021-11/Bipartisan_Infrastructure_Law_California.pdf)

# CA PREPARING FOR FEDERAL IIJA FUNDING (SLIDE 5 OF 6)

The Governor's proposed budget for 2022-23 includes the following:

- **\$20 billion** to accelerate the transition to zero-emission vehicles, modernize the state's transportation system, spur clean energy innovation, advance the state's housing goals, reduce wildfire risk to communities, and support drought resilience and response.
- A statement that many **IIJA grants build upon existing CA programs**, which will facilitate efficient implementation of these new federal funds.
- An estimate that CA will receive **\$14 billion** in new formula funding above existing funding levels to/through the state over the five-year period.
- Notice that the Governor will be seeking "**administrative flexibility** so matching fund requirements for **unanticipated formula or competitive programs** can be provided in a timely manner to bolster the state's competitiveness when applying for these programs."
- LAO Analysis of budget proposals on supply chain and transportation infrastructure package.



# CA PREPARING FOR FEDERAL IIJA FUNDING (SLIDE 6 OF 6)

- Senate Office of Research (SOR) prepared a report, “[The Infrastructure Investment and Jobs Act: Transportation Overview](#),” summarizing major provisions of the federal infrastructure bill, including information on new competitive grant programs, many of which prioritize climate, equity, and sustainability.
- SOR estimates that 90% of the funds are apportioned to states by formula through [various core programs](#). CA share is \$29.96 billion.
- Legislative Analyst’s Office [series of facts sheets](#) on state infrastructure financing.
- 2021 [America Infrastructure Report Card](#) prepared by the American Society of Civil Engineers.
- 2019 [California Infrastructure Report Card](#) (most recent) prepared by the American Society of Civil Engineers.
- 2021 [California 5-Year Infrastructure Plan](#) which focuses on state- and local government-responsible assets, with several new components that include climate resilience, broadband, and education.
- California Public Utilities Commission [infrastructure resources](#), including information on the need for new infrastructure investments to support the State’s transition to a low-carbon energy infrastructure.



# OTHER FEDERAL UPDATES



# SELECTION OF STATE SMALL BUSINESS RESOURCES

- ❑ \$4 billion Small Business Grant Program. Qualifying small businesses and nonprofits can receive awards of up to \$25,000. \$1.5 billion added through the 2021-22 budget <https://business.ca.gov/about/publications/> (look under CA Small Business Covid-19 Relief Grant Program)
- ❑ \$200 million Main Street Tax Credit. \$100 million added through the 2021-22 budget <https://www.ftb.ca.gov/file/business/credits/small-business-hiring-credit.html>
- ❑ \$120 million new capitalization for the Small Business Disaster Loan Guarantee Program. \$50 million added through the 2021-22 budget <https://www.ibank.ca.gov/small-business/disaster-relief/>
- ❑ \$65 million for entrepreneur seed grant programs to assist aspiring entrepreneurs from economically disadvantaged groups. 2021-22 Budget included \$35 million (Office of the Small Business Advocate) and \$20 million (California Workforce Development Board/Employment Training Panel) <https://etp.ca.gov/grants/>
- ❑ \$37.5 million contributed by the state to the California Rebuilding Fund, a networked loan program which is capitalized with public and private capital. \$12.5 million added in 2021-22 budget <https://www.connect2capital.com/p/californiarebuildingfund/>
- ❑ \$17 million Small Business Technical Assistance Expansion Program to provide free one-on-one counseling and training to small businesses and nonprofits. Governor is proposing increased funding and making the program permanent. <https://calosba.ca.gov/local-direct-assistance/small-business-centers/>



# CALIFORNIA BUSINESS COMEBACK GUIDE

JANUARY, 2022

GOVERNOR'S OFFICE OF BUSINESS &  
ECONOMIC DEVELOPMENT (GO-BIZ)

GAVIN NEWSOM, GOVERNOR

DEE DEE MYERS, DIRECTOR

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<https://static.business.ca.gov/wp-content/uploads/2021/12/GO-Biz-California-Comeback-Guide-1-13.pdf>



# STATE SMALL BUSINESS CREDIT INITIATIVE



# STATE SMALL BUSINESS CREDIT INITIATIVE UPDATE

- \$1.18 billion in federal State Small Business Credit Initiative (SSBCI) funds to be split evenly between the IBank and the California Pollution Control Financing Authority (CPCFA) to provide loan guarantees and loss reserve and collateral credit supports, as well as a new equity fund program.
- CA has submitted its final SSBCI application for the capital programs. The deadline for the small business technical assistance funding is March 31, 2022.
- Leverage Mandates:
  - Based on a per SSBCI funded program basis, each \$1 of SSBCI public investment must result in \$1 of new private credit.
  - Based on an all funded program basis, SSBCI public investments will cause new small business lending to increase at least 10 times the SSBCI contributed amount.

Federal program website: <https://home.treasury.gov/policy-issues/small-business-programs/state-small-business-credit-initiative-ssbci>

FAQ from the US Treasury: <https://home.treasury.gov/system/files/136/SSBCI-FAQs-as-of-12-15-2021.pdf> (December 2021)

State webinar regarding how California proposes to use the federal funds: <https://www.youtube.com/watch?v=rORH08Riqmg>

# SSBCI FUNDING OVERVIEW

- The [American Rescue Plan Act](#) of 2021 (ARPA) included \$10 billion for the reauthorization of the State Small Business Credit Initiative (SSBCI), which was initially created through the [Small Business Jobs Act of 2010](#), to strengthen state programs that support financing of small businesses. [Fact Sheet](#) (updated 10/25)
- SSBCI will make both competitively awarded funds and allocations based on formulas.
- \$6.5 billion for small business capital programs.
- \$1.5 billion in ARPA funds to be competitively bid by state governments for programs targeted to [serve socially and economically disadvantaged individuals](#) using a very similar formula as in the \$6.5 billion allocation.
- \$1 billion is available as [an incentive](#) for states who do well in serving the needs of businesses owned and controlled by socially and economically disadvantaged individuals. Provided in tranches II and III.
- \$500 million targeted to [very small businesses](#) (under 10 employees) using the same formula as in the \$6.5 billion allocation, including independent contractors and sole proprietors.
- \$500 million to implement state small business technical assistance plans. [Application due March 31, 2022.](#)



# WHO MUST THE SMALL BUSINESS PROGRAMS SERVE?

- States may use SSBCI funds to support eligible small business financing in their state, including on tribal lands.
- Tribal governments may use funds on tribal lands or where tribal members are located, and for small businesses owned by tribal members anywhere within the US.
- Eligible SSBCI funded programs should provide credit support that meets all of the following requirements:
  - Targets an average borrower size of 500 employees or less
  - Does not extend support to borrowers that have more than 750 employees
  - Targets support towards loans with an average principal amount of \$5 million or less
  - Does not extend credit support to loans that exceed a principal amount of \$20 million

# HOW DID CA USE ITS FIRST ROUND OF SSBCI FUNDING?

- CA received \$168.4 million out of \$1.5 billion. Overall, CA leverage these funds on a \$7-to-\$1 ratio.
- No real plan – money was expended through the state’s two existing programs until deadlines necessitated the development of the new program – Collateral Support Program.
  - Small Business Loan Guarantee Program (\$85 million)
  - CA Capital Access Program (\$20 million)
  - Collateral Support Program (\$65 million)
- Second round funding to CA could be as high as \$1.5 billion and there is a requirement for a \$10-to-\$1 leverage ratio.
- The second round of funding provides an opportunity for the state to undertake a real analysis of the state’s small business capital needs and then develop a comprehensive strategy to cultivate a successful pipeline of capital-ready small businesses.
- IBank is holding outreach events. Send recommendations to [SSBCI@IBank.ca.gov](mailto:SSBCI@IBank.ca.gov)

# RESOURCES AND STATE CONTACTS FOR FOLLOW-UP

- [IBank SSBCI](#) inquiries and lenders interested in participating in IBank's Small Business Loan Guarantee Program should email [SSBCI@IBank.ca.gov](mailto:SSBCI@IBank.ca.gov).
- [CalCAP SSBCI](#) inquiries and lenders interested in participating in CalCAP should email [SSBCI@treasurer.ca.gov](mailto:SSBCI@treasurer.ca.gov).
- If you are not sure where to direct your questions, please contact the Assembly Committee on Jobs, Economic Development, and the Economy and we will do our best to provide assistance. [Toni Symonds](#), the Chief Consultant to the JEDE Committee, can be reached at [toni.symonds@asm.ca.gov](mailto:toni.symonds@asm.ca.gov)

# CERF FUNDING SUPPORTS BROAD-BASED COMMUNITY ENGAGEMENTS



The CERF Program was enacted through [SB 162](#), Chapter 259, Statutes of 2021.

# CERF PROGRAM BASICS

**\$600 million** one-time federal ARPA funds for the **Community Economic Resilience Fund (CERF) program**.

- Supports the planning (*\$50 million*) and implementation (*\$550 million*) of regional transition strategies developed by High Road Transition Collaboratives.
- These High Road Transition Collaboratives are intended to bring communities together through an inclusive process to produce a regional roadmap for economic growth that prioritizes the creation of accessible, high-quality jobs in future-looking industries.
- The regional roadmaps will focus on those sectors and regions most affected by the state's transition to carbon neutrality, as well as those most vulnerable to the state's increasing and immediate climate impacts.
- The program builds on and is intended to help operationalize policies and actions related to GO-Biz "[\*Regions Rise Together Initiative\*](#);" CWDB's [\*high road training partnerships\*](#) and transition work; OPR's [\*Climate Equity Program\*](#), including the [\*Regional Climate Collaborative Program\*](#); and the state's overall work on achieving a net-zero energy transition.

# CORE ACTIVITIES OF CERF

- Regional and sub-regional economic recovery and transition plans (regional plans) will be developed through “skilled and impartial conveners” who will be funded to build inclusive planning tables. The regional plans will be:
  - Developed in a manner that provides equitable public participation and input
  - Focused on economic recovery, growth, and resilience across multiple sectors and contain the essential elements of a high road strategy
  - Based on industry cluster and labor market analysis
  - Used, where possible, for the development of sustainable and resilient industries, such as renewable energy and zero-emission vehicles.
- Implementation grants fund projects that are aligned with the regional plans. More specifically:
  - Funds will be awarded through June 30, 2024, on a rolling and competitive basis
  - All projects are required to:
    - Have the support of the regional intermediary
    - Address geographic equity (accounting for differences in urban, suburban, rural, and tribal communities) and emphasize underserved jurisdictions
    - Include a range of activities related to economic diversification and the advancement of a high road economy
    - Support applicable labor standards, including prevailing wage, project labor agreements, and community workforce agreements
    - Coordinate with, advance, and complement, without supplanting, state and federal infrastructure investments
    - Align with regional workforce needs by linking directly to high road training partnerships wherever such partnerships exist
- Regions already engaged in economic recovery and transition planning may receive funding for economic diversification pilots prior to all regions submitting final transition plans.
- Funds need to be spent or obligated by December 31, 2024. All funds need to be paid by December 31, 2026.

# FINAL CERF REGIONS AND OTHER RESOURCES

Following a [public comment period](#), the Labor and Workforce Development Agency, the Office of Planning and Research, and GO-Biz finalized the boundaries of the 13 CERF regions in California.

The map on the right displays the FINAL 13 regions. Here is a [link](#) to the Final CERF Map and FAQ – [https://view.officeapps.live.com/op/view.aspx?src=https%3A%2F%2Fwww.edd.ca.gov%2FJobs\\_and\\_Training%2Fnotices%2Fdocs%2Fwsin21-25att.docx&wdOrigin=BROWSELINK](https://view.officeapps.live.com/op/view.aspx?src=https%3A%2F%2Fwww.edd.ca.gov%2FJobs_and_Training%2Fnotices%2Fdocs%2Fwsin21-25att.docx&wdOrigin=BROWSELINK)

- **OPR Webpage:** <https://opr.ca.gov/economic-development/just-transition/cerf.html>
- **CERF Fact Sheet:** [https://opr.ca.gov/economic-development/just-transition/docs/20211221-CERF\\_101\\_External\\_Partners.pdf](https://opr.ca.gov/economic-development/just-transition/docs/20211221-CERF_101_External_Partners.pdf)
- **CERF Draft Guidelines:** [https://opr.ca.gov/economic-development/just-transition/docs/20211217-CERF\\_Dec\\_Public\\_Comment.pdf](https://opr.ca.gov/economic-development/just-transition/docs/20211217-CERF_Dec_Public_Comment.pdf)





# LISTENING SESSIONS HELP REGIONS PREPARE

Completed Listening Sessions with summary and recordings:

- Redwood Coast – [December 17, 2021](#)
- Eastern Sierra – [January 18, 2022](#)
- San Joaquin Valley – [January 31, 2022](#)
- Orange County - March 11, 2022 (*recording pending*)

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Registration for Inland Empire – [March 18, 2022](#)

**Sign-Up to Be notified of Upcoming Sessions:**  
<https://cafwd.org/cerf/cerf-sign-up/>

These sessions are being supported by the Irvine Foundation.

**Nonprofit CERF Webpage:** <https://cafwd.org/cerf/> (used by both California Forward and PolicyLink. This also includes recordings of prior listening sessions.

## Key Connections for Listening Sessions:

Ish Herrera at [ish@cafwd.org](mailto:ish@cafwd.org) and Chione Flegal [chione@policylink.org](mailto:chione@policylink.org)

## State Resources

State OPR Webpage: <https://opr.ca.gov/economic-development/just-transition/cerf.html>

CERF Fact Sheet from OPR: [https://opr.ca.gov/economic-development/just-transition/docs/20211221-CERF\\_101\\_External\\_Partners.pdf](https://opr.ca.gov/economic-development/just-transition/docs/20211221-CERF_101_External_Partners.pdf)

# JEDE COVID-19 ACTIVITIES

**Conference Calls:** JEDE is sponsoring monthly conference calls where stakeholders can share program and service delivery challenges in real time and seek resolution and mitigation actions within the broader business, economic, and workforce development community.

**Economic Development Updates:** JEDE regularly publishes economic and business development updates to professionals engaged in meeting the needs of small businesses and local communities. To join the distribution list, email [jede@asm.ca.gov](mailto:jede@asm.ca.gov)

## **Resource Webpages:**

- JEDE COVID-19 Resource Page: <https://ajed.assembly.ca.gov/content/covid-19-resources>
- Inclusive Economic Recovery Roundtables: <https://ajed.assembly.ca.gov/content/small-business-roundtables>

**Contact JEDE:** (916) 319-2090 or [toni.symonds@asm.ca.gov](mailto:toni.symonds@asm.ca.gov)



# INFORMATION SHARING OF ECONOMIC RECOVERY PROPOSALS

Agenda Item V

# FOCUS AREAS

- Policy Priorities for 2022
- Economic Recovery Proposals – Under Discussion
- Recommendations from Reports



# SPEAKERS — AGENDA ITEM V

- Toni Symonds, JEDE Committee, will facilitate this discussion.
- Bernatte King Fitzsimones with the Worker-Owned Recovery California ([WORC](#)) Coalition
- Jennifer Faughn with the [Central California Economic Development Council](#)
- Phil Vermuelin representing the Coalition of Small and Disabled Veteran Businesses and member of the [DGS Small Business Advisory Council](#)

Advocates are encouraged to share information on economic recovery proposals, as well as other federal and state priorities.

# TRACKING NEW AND ONGOING ISSUES

- **Development of the 2022-23 State Budget**
- **Congestion at the Ports of LA and Long Beach and other disruptions along the supply chain**
- **Implementation of the State Small Business Credit Initiative** – CA anticipates receiving \$1.2 billion over the course of the program.
- **Revisions to Federal Apprenticeship Programs**
- **American Jobs Plan** – \$2 trillion in infrastructure, workforce, and small business procurement opportunities.
- **House “Soft Infrastructure Plan”**, which provides \$3.5 trillion (2,600 pages).



The Worker-Owned Recovery California (WORC) Coalition:

# SB 1407 (BECKER): THE CA EXPANDING EMPLOYEE OWNERSHIP ACT

\*As proposed to be amended (currently a Spot Bill)



# What will SB 1407 accomplish?

## Centralize information and resources

SB 1407 establishes the Employee Ownership Program, a dedicated hub to expand resources for and reduce barriers to worker ownership.

## Support businesses and workers

SB 1407 creates the Employee Ownership Outreach and Technical Assistance Grant program and the Employee Ownership Feasibility Assessment Grant program.

## Streamline funding:

SB 1407 clarifies existing funding mechanisms to affirm that employee-owned transitions are an eligible use of funds.



# California Needs Worker Ownership Now



## Support Businesses

Business owners looking to sell can transition to worker-led models.



## Benefit Workers

Worker ownership yields high quality jobs, worker voice, and wealth-building opportunities.



## Protect Local Economies

Worker ownership can keep local businesses open and resilient.



# Contact the WORC Coalition to learn more

---

WORC Coalition Coordinator  
Bernadette King Fitzsimons:  
510.387.3128  
[bkingfitzsimons@seiu-uhw.org](mailto:bkingfitzsimons@seiu-uhw.org)

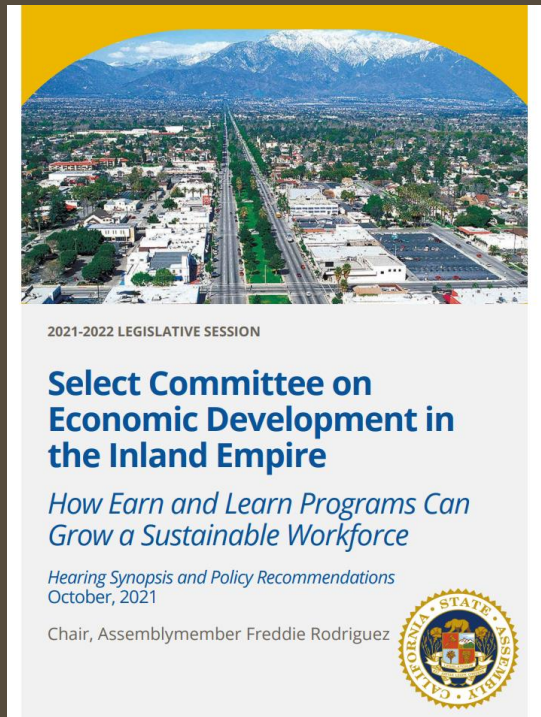


# POLICY RECOMMENDATIONS RELEASED

The Select Committee on Economic Development in the Inland Empire has released its policy recommendations from their October 2021 hearing, “How Earn and Learn Programs Can Grow a Sustainable Workforce.”

## Selection of Recommendations in the Report:

- **Relative to the Strong Workforce Program** - The Legislature may wish to request a report regarding the spending by region and school site since the program’s inception and determine the outcomes of workers trained and employed through the use of the funding.
- - The Legislature may wish to examine whether there is an annual **Relative to CalWORKs Subsidized Employment Programs** report of these expenditures, assess whether the Inland Empire is receiving a proportionate share, and if there are any metrics to evaluate the success of the programs and determine if there are challenges that need to be addressed via legislation.
- The hearing Agenda is available [hear](#).
- The hearing report is available [here](#).



# REVITALIZING SMALL AND LOCAL BUSINESSES ACT

## Key Provisions

US Senators Alex Padilla (D-Calif.) and Roger Wicker (R-Miss.) introduced [S. 3340](#) – the Revitalizing Small and Local Businesses Act.

**Status:** Pending in the Senate Environment and Public Works.

*“This bipartisan legislation would create a new competitive grant program through the [EDA] for nonprofits, business districts, and main street organizations that provide tailored, on-the ground assistance to small businesses in both urban and rural communities.”*

*“The bill would authorize \$250 million for this program over the next five years... National nonprofits that apply for grants through the program would be required to work with locally-based nonprofit or public community and economic development partners.”*

Full [Announcement](#)

**Program:** The Secretary shall establish a national program under which the Secretary shall award grants on a competitive basis to national nonprofit organizations to carry out place-based programs, in partnership with locally-based nonprofit or public community and economic development partners, to provide specialized technical assistance, capacity building, and related services that support small businesses and business district revitalization in low-income, rural, and minority communities.

**Partnerships:** In order to receive a grant, a national nonprofit organization shall demonstrate a track record of, and a strategy for, supporting local business district organizations or similar place-based business or economic development organizations and serving disadvantaged businesses or communities that are socially and economically disadvantaged, including rural communities.

**Two Priorities:** Applications that serve communities that are socially and economically disadvantaged, including rural communities; **and** that have the demonstrated capacity to serve multiple States, and multiple geographies within a state.





## Central California Region Overview

Highlights of the region's talent, growing industry, real estate and incentives.



# CENTRAL CALIFORNIA

*EIGHT COUNTIES, ONE CONTACT*

[WWW.CENTRALCALIFORNIA.ORG](http://WWW.CENTRALCALIFORNIA.ORG)

[JFAUGHN@CENTRALCALIFORNIA.ORG](mailto:JFAUGHN@CENTRALCALIFORNIA.ORG)



CENTRAL  
CALIFORNIA

*Center Yourself.*

# CENTRAL CALIFORNIA

- Value Proposition: People, Property, Pricing
- Center of 5<sup>th</sup> largest World Economy (40 million people)
- 2<sup>nd</sup> Largest Growth Market Nation
- Dual Rail Lines and Traffic Corridors
- 4 Deep Water Ports nearby
- 3 Metro Passenger Airports
- 4 Public Universities, 14 Com Colleges
- 4.3 million people
- UNEMPLOYMENT
  - Pre-Covid 7.4% unemployment
  - Post-Covid 17.7% (April 20)
  - JAN 8.4% Central CA, 5.5% State CA

[Central California Brochure Link](#)





# CENTRAL CALIFORNIA

## Market Trends

- 12<sup>th</sup> Largest Industrial Market in Nation, 2<sup>nd</sup> largest growth market
- Strong Market Pre-Covid- large DCs, Manufacturers
- Central Valley benefiting from supply chain reshoring and disbursement
- Seeing increased Cold Storage demand and large box, Ecommerce
- The Central Valley will continue to see migration/expansion from the Bay Area and So Cal. given the availability of land, labor and transportation

369 Million SF Base

15 Million SF Avail

4% Vacancy

Growth Rate\*\*

Ranking	Market*	MSF
1	Savannah	8.0
2	Central Valley, CA	6.1
3	San Antonio	5.9
4	Las Vegas	5.5
5	Austin	5.3
6	Pennsylvania/I-78/81 Corridor	4.7
7	Phoenix	4.3
8	Nashville	4.0
9	San Diego	4.0
10	Salt Lake City	3.9

**Central Valley is 2<sup>nd</sup> fastest growth market in the Nation**

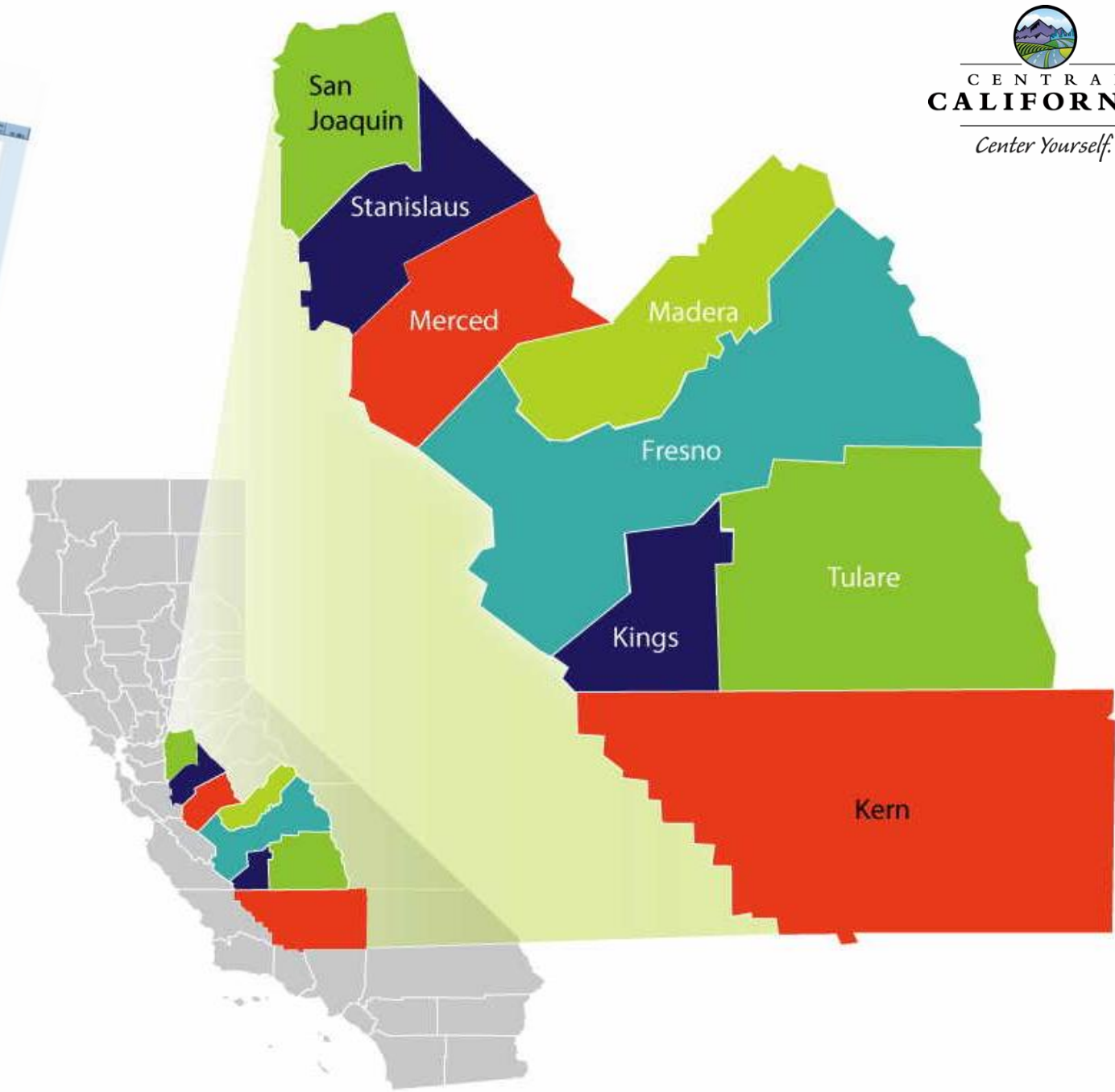


# INDUSTRIAL REAL ESTATE MARKET



Call Sheet in Color of Valley Spec & Build

Project	Location	Size	Value	Phase	Notes
10000	...	...	...	...	...
10001	...	...	...	...	...
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# SPEC BUILDING ACTIVITY

- 45,981,209 Total Spec (2021)
  - 31,517,245 Planned
  - 8,384,684 UC
  - 6,079,280 Existing/Available
  - 8 M BTS
  - Absorbed quickly
- North Valley 70% (Completed and UC)
- Mid-Valley 22%
- South Valley 8%

# Central California Quarterly Enews

'300 miles of Opportunity'

1st Quarter 2022 [www.centralcalifornia.org](http://www.centralcalifornia.org)

## Q4 Year-End 2021 Real Estate Activity

Central Valley is 2nd largest growth market in Nation!



## 2021 Q4



### Largest Transactions:

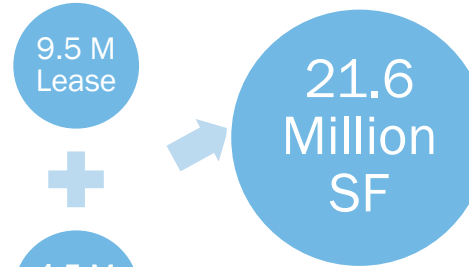
Amazon 3.5 M sf Stockton  
Ace Hardware 1.0 M sf  
Amazon 1.0 M sf Shafter  
General Mills 735 K sf  
Allen Distribution 709,556 sf  
Walmart Cold Storage 600K sf  
Amazon 650K sf  
FEMA 552,450 sf  
Lowes 517,458 sf  
Tesla Energy 440,538 sf  
Costco Dist 420 K sf  
Hawthorne Hydroponics 390,280

369 Million SF Base

15 Million SF Avail

4% Vacancy

## 2020 DEALS

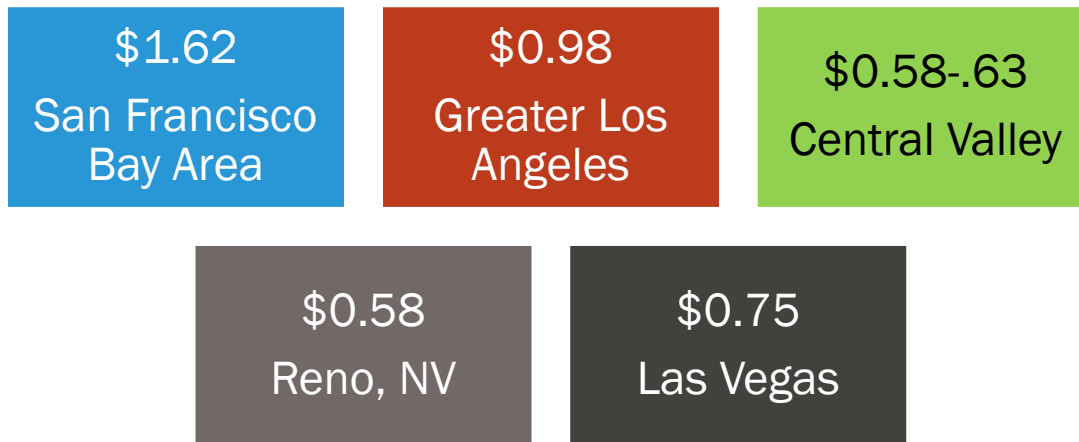


### Largest Transactions:

- Malouf Distribution (1.2 M)
- 4 Amazons (750K to 1.1M)
- Michaels (925K)
- Home Depot (700K)
- Best Buy (641K)
- Kraft (651K)
- Ford Motor Co (609K)
- UPS, Manteca (552K)
- Significant Others
  - UPS Hub Visalia Opened
  - T-Mobile/Sprint 1,000 jobs
  - UC Merced developing 219-acre mixed-use master planned dev.
  - Hydroponic Farming and Industrial Hemp making moves to area
  - Master-Planned Communities

# CENTRAL CALIFORNIA COST COMPARISON

## Warehouse Distribution Lease Rates



### Top Factors:

- Availability of Skilled Labor
- Highway Accessibility
- Quality of Life (includes housing costs)
- Occupancy and Construction Costs
- Available Buildings
- Labor and Logistics Costs
- Cost of Doing Business
- Taxes and Incentives

Source: Colliers International



# VALLEY ADVANCE INITIATIVE



- Why: Valley has historically received 30-40% less funding and lack of funding to Economic Development Agencies
- Who: California Central Valley EDC (8 County EDCs of the Central Valley)
- What: Collaborative funding initiative for Regional efforts to educate, attract and retain businesses in Central California
  - Build Capacity
  - Update Marketing and Tools
  - Reach New Audiences



## Questions?

Contact:

Jennifer Faughn

661-366-0756

661-805-1115 cell

[jfaughn@centralcalifornia.org](mailto:jfaughn@centralcalifornia.org)

Eight Counties, One Contact 888-998-2345



### SITE SELECTION

CCVEDC offers free and confidential assistance with:

- Real Estate
- Incentives
- Regional Data
- Site Tours

### WHO WE ARE

California Central Valley Economic Development Corporation (CCVEDC)



- San Joaquin
- Stanislaus
- Merced
- Madera
- Fresno
- Kings
- Tulare
- Kern

### KEY INDUSTRIES

- Agribusiness & Food Processing
- Health & Wellness
- Manufacturing
- Logistics
- Energy

# 2022 JEDE HEARING SCHEDULE

- March 29, 2022 - Informational Hearing: Oversight of economic and business development programs within JEDE's jurisdiction – "State Small Business Credit Initiative and Inclusive Economic Growth." This joint hearing is being held at 1:30 pm in room 447 of the State Capital.
- March 31, 2022 - Legislative Hearing: Assembly Bills (*double referrals to other committees*) This hearing is being held upon adjournment of session in Room 127 of the State Capital.
- April 26, 2022 - Legislative Hearing: Assembly Bills (*fiscal & non-fiscal deadlines hearing*)
- May 3, 2022 - Informational Hearing: Oversight of economic and business development programs within JEDE's jurisdiction. Committees must request approval from Mr. Speaker for oversight hearings.
- June 7, 2022 - Legislative Hearing: Senate Bills
- June 21, 2022 - Legislative Hearing: Senate Bills (*fiscal & non-fiscal deadlines hearing*)
- August 2022 - 77.2 Hearings - Bills that are substantially amended in the State Senate may be referred to a policy committee prior to being heard for a concurrence vote on the Assembly Floor.

# FYI - JEDE LEG PACKAGE IS EXPANDING

- **AB 1106 (Cervantes and Reyes) Workforce Training for Small Businesses:** This bill establishes a pilot project through the Employment Training Panel for the purpose of enhancing the ability of a regionally-focused statewide business training center network to work hand-in-hand with business leaders, small business service providers, as well as other workforce partners, to get people back to work. The 2021-22 state budget included a \$15 million appropriation that aligns with this request.  
Status: Pending in the Senate Committee on Appropriations.
- **AB 1573 (JEDE) Small Business Retention Program:** This bill establishes a supplemental grant program within the Small Business Technical Assistance Expansion Program for the purpose of supporting local small business retention programs.  
Status: Pending in the Senate Committee on Appropriations.
- **AB 2226 (Cervantes) California Main Street Program:** This bill strengthens the linkages between the Governor's Office of Business and Economic Development (GO-Biz) and other state agencies that are also responsible for implementing geographically-based economic development programs, including the Main Street Program and the state-designated cultural districts.  
Status: Pending in the JEDE.
- **AB 2342 (Cervantes) Community Economic Resilience Fund Program:** This bill updates the \$600 million California Economic Resilience Fund Program (CERF) Program to reflect best economic development practices and provide statutory assurances of inclusive regional community development plans.  
Status: Pending in the JEDE.
- **AB 2400 (Cervantes) California Capital Access Program:** This bill modifies California Capital Access Program (CalCAP) in preparation for \$1.18 billion in federal State Small Business Credit Initiative (SSBCI) funds, which will begin to be transferred in the second quarter of 2022.  
Status: Pending in the JEDE





# FUNDING AND PROGRAMS FOR THE 2022-23 BUDGET

# GO-BIZ: MAJOR NEW APPROPRIATIONS

BUDGET SUMMARY: [HTTPS://WWW.EBUDGET.CA.GOV/BUDGET/2022-23/#/DEPARTMENT/0509](https://www.ebudget.ca.gov/Budget/2022-23/#/Department/0509)

LAO ANALYSIS: [HTTPS://LAO.CA.GOV/PUBLICATIONS/REPORT/4529](https://lao.ca.gov/publications/report/4529)

- **\$1.2 billion** in federal State Small Business Credit Initiative funds to be split evenly between the IBank and the California Pollution Control Financing Authority to provide credit supports and a new equity fund program.
- **\$150 million** GF to recapitalize the Small Business COVID-19 Relief Grant Program with \$20 million being reallocated from the nonprofit cultural institution grant program.
- **\$25 million** GF to the IBank for the Climate Catalyst Fund to support programs that create a healthy, resilient, and equitable food system; promote climate smart agriculture to support long-term sustainability and resilience; and address economic recovery and high-road job growth. This is part of a \$1.1 billion agriculture package.
- **\$23 million** ongoing (a \$6 million annual increase from prior years) for the Small Business Technical Assistance Expansion Program and proposes to make the program permanent.
- **\$20 million** GF to be expended over four years and used to expand, revise, and rebrand the iHub program as the “Accelerate CA: Inclusive Innovation Hubs program” to focus on inclusive economic growth, including the addition of three more centers (bringing the total to 13 centers) and the provision of \$100,000 to five selected businesses by each of the Inclusive Innovation Hubs.
- **\$11.6 million** GF in 2022-23, and \$500,000 annually thereafter, for GO-Biz to support statewide coordination for immigrant entrepreneur integration and support other economic development activities for underserved small businesses and entrepreneurs.
- **\$3 million** ongoing GF (same funding level as prior years) for the California Capital Infusion Program and proposes to make the program permanent.



# OTHER ECONOMIC DEVELOPMENT HIGHLIGHTS

- **\$5.5 billion** to restore the **research and development credits** and the authority for claiming **net operating losses**, which were limited during the COVID-19 Recession. [LAO Analysis](#)
- **\$500 million** in additional tax relief over several years through **state conformity** for qualified California recipients of the **Restaurant Revitalization Fund** and the **Shuttered Venue Operators Grant**. [LAO Analysis](#)
- **\$250 million** per year for three years for a **CA Headquarter Tax Credit** which can be claimed by qualified companies headquartered in California that are investing in research to mitigate climate change.
- **\$100 million** over three years for a **Green Technology Tax Credit** which can be claimed by qualified companies that develop green energy technologies. In exchange, the state will receive an equity share should the new technology be profitable.
- **\$39.8 million** to waive **various documents** small businesses are required to file with the Secretary of State from July 1, 2022, through June 30, 2023. LAO Analysis of the proposal is [here](#).
- **Commitment to support** the development of naturally occurring resources, including **Lithium Valley**, to improve the state's ability to store renewable energy while creating high-paying jobs and generating benefits for surrounding communities and all Californians.
- **Changes are proposed to the elective pass-through entity tax** which was approved in CA to help offset the impact of federal tax changes in 2017.

# INNOVATION SUPPORT AT OFFICE OF PLANNING AND RESEARCH (OPR)

[HTTPS://WWW.EBUDGET.CA.GOV/2022-23/PDF/GOVERNORSBUDGET/0010/0650.PDF](https://www.ebudget.ca.gov/2022-23/pdf/governorsbudget/0010/0650.pdf)

- \$20 million GF to OPR to support a grant to Carnegie Science for the Pasadena Climate Research Hub facility.
- \$19.3 Million GF to OPR to support Precision Medicine, including a \$10 million to administer a competitive grant program and \$9.3 million to increase participation of underrepresented communities in biomedical research.
- \$33 million GF to OPR for the CA Education Learning Lab, including:
  - \$30 million one-time to establish and make up to 30 awards under the Golden State Awards Program for innovative projects based at or in association with a CSU or UC.
  - \$2 million increase ongoing GF to restore 2020-21 Budget Act reductions to the CA Education Learning Lab's grant pool.
  - \$1 million ongoing GF for the CA Education Learning Lab to establish an open educational resources platform offering free and responsive homework modules in STEM.

# ADDRESSING RETAIL THEFTS

**\$31 million** to address the rise in retail theft:

- **\$20 million** GF to GO-Biz to create a grant program to support small businesses victimized by smash-and-grabs or that have suffered damage caused during retail theft incidents.
- **\$6 million** GF to the CHP to provide a total of \$15 million on an ongoing basis for the Organized Retail Crime Task Force (Smash and Grab Enforcement Unit) to crack down on organized retail theft in the Bay Area, Sacramento, San Joaquin Valley, Los Angeles, and San Diego regions.
- **\$5 million** ongoing GF for the Attorney General to continue leading anti-crime task forces throughout the state

# Supply Chain and Port Infrastructure

LAO analysis-[https://lao.ca.gov/Publications/Report/4540?utm\\_source=laowww&utm\\_medium=email&utm\\_campaign=takeaways](https://lao.ca.gov/Publications/Report/4540?utm_source=laowww&utm_medium=email&utm_campaign=takeaways)

Governor Proposes \$1.4 Billion over 4 year for Supply Chain and Port Infrastructure. The package consists of:

- \$1.2 billion for the California State Transportation Agency to fund port, freight, and goods movement infrastructure;
- \$110 million for the California Workforce Development Board to establish a goods movement workforce training campus;
- \$40 million for the Department of Motor Vehicles to increase capacity to issue commercial driver's licenses (CDLs); and
- \$30 million for the Governor's Office of Business and Economic Development (GO Biz) to fund operational and process improvements at the ports.

# UNEMPLOYMENT INSURANCE FUND DEBT

**\$3.4 billion** Unemployment Insurance (UI) Package:

- **\$3 billion** over two years (\$1 billion in 2022-23, and \$2 billion GF in 2023-24) to pay down a portion of the state's UI debt. LAO estimates that the proposed state payment would reduce the outstanding loan balance by about 15%.
- **\$470.1 million** to pay the forecasted UI interest payment, which will accrue over the full federal fiscal year and come due in September 2022.

The LAO estimates that the \$3 billion payment would reduce GF interest costs over the repayment period by a total of **\$550 million** to \$1.1 billion.

Beginning in 2023, employers will be required to pay an add-on federal UI Tax based on a rate that is **set in 2022 and charged against 2022 work**. The LAO estimates that this proposal could reduce employer payroll tax costs in roughly ten years.

According to the LAO, CA employers **are not** required to repay any of the fraudulent federal benefits.

The LAO analysis can be found [here](#). A full description of the UI system is found [here](#).

# K-12 — COLLEGE AND CAREER PATHWAYS

[HTTPS://WWW.EBUDGET.CA.GOV/2022-](https://www.ebudget.ca.gov/2022-)

[23/PDF/BUDGETSUMMARY/K-12EDUCATION.PDF](https://www.ebudget.ca.gov/2022-23/PDF/BUDGETSUMMARY/K-12EDUCATION.PDF)

- **\$1.5 billion** Proposition 98 GF over four years to support the **development of pathway programs** focused on technology, health care, education, and climate-related fields.
- **\$500 million** Proposition 98 GF over four years to **strengthen and expand student access and participation in dual enrollment opportunities** that are also coupled with student advising and support services.
- **\$45 million** GF for complimentary activities in higher education funding for curricular pathways software and public-private partnerships for **STEM, education, and health care career preparation**.
- **Increase and Expand Agriculture Programs:**
  - **\$30 million** GF to establish additional **farm to school demonstration projects**.
  - An increase of **\$2 million** ongoing Proposition 98 GF to support an augmentation to the **Agricultural Career Technical Education Incentive Grant** program.
  - **\$3 million** ongoing GF to increasing staffing and expand the regional **California Farm to School Network**.

# HIGHER EDUCATION

[HTTPS://WWW.EBUDGET.CA.GOV/2022-23/PDF/BUDGETSUMMARY/HIGHEREDUCATION.PDF](https://www.ebudget.ca.gov/2022-23/pdf/BudgetSummary/HigherEducation.pdf)

\$39.6 billion (\$26 billion GF and local property tax and \$13.6 billion other funds) for the three higher education segments and the California Student Aid Commission.

- The Administration worked with the UC, CSU, and the CCC Chancellor's Office to develop **multi-year compacts** that will provide **sustained state investments in exchange for clear commitments** from each segment to expand student access, equity, and affordability and to **create pathways** for students to study and enter careers in health, education, climate action, and technology.
- Establishing **coordinated educational pathways** from high school through four-year institutions in the high-need fields of education, healthcare, technology, and climate action, including collaborating with CCC, UC, and CSU to develop related Associate Degree for Transfer pathways.
- The Administration is establishing an overarching goal of achieving **70% postsecondary degree and certificate attainment** among working-aged Californians by 2030.
- An increase of **\$300 million** GF for the **Learning-Aligned Employment program**, which provides a two-year total of \$500 million.



# CCC — CAREER EDUCATION AND WORKFORCE TRAINING

The CCC Compact also calls for increased support for workforce preparedness and high-demand career pipelines by:

- **An increase of \$130 million** Proposition 98 GF, of which \$30 million is for 2022-23, \$50 million is for 2023-24, and \$50 million is for 2024-25, to support CCC **healthcare-focused vocational pathways** for English language learners across all levels of English proficiency, through the Adult Education Program.
- **An increase of \$20 million** Proposition 98 GF for a CCC grant program that incentivizes public-private partnerships that **prepare students in grades 9 through 14** for the high-skill fields of education and early education; science, technology, engineering and mathematics (STEM); and healthcare.
- **CCC Teacher Credentialing Partnership Program** — An increase of **\$5 million** Proposition 98 General Fund to support the CCC Teacher Credentialing Partnership Program.

# FUNDING TO SUPPORT A TRANSITION TO A CARBON-NEUTRAL ECONOMY

- \$9.1 billion (\$4.9 billion GF and \$4.2 billion Proposition 1A bond funds) to support the continued development of an electrified high-speed rail system in California, regional transit and rail projects, bicycle and pedestrian projects, and climate adaptation projects, with a particular focus on aligning the state's transportation system with its climate goals.
- \$6.1 billion for a Zero-Emission Vehicle Package, including low-income vehicle purchases and port electrification.
- \$3.7 billion for a Climate Resilience Package.
- \$715 million to support the phase-out of CA oil production:
  - \$450 million GF over three years starting in 2023-24 to stabilize local government revenues as local economies transition to a net-zero-powered economy.
  - \$215 million GF over two years for workforce training to support an oil and gas well capping initiative to improve the safety of communities while providing high-quality jobs.
  - \$50 million GF to establish a fund for displaced oil and gas workers as the state continues to phase out oil production.

# HIGHER EDUCATION CLIMATE AND INNOVATION INITIATIVES

- **\$318 million** GF for five climate initiatives across the UC and CSU, with an emphasis on equity-focused research, job creation, and workforce development:
  - **\$185 million** for climate-related research and development, including **\$100 million** at the UC for matching applied research grants, **\$50 million** for regional incubators, and **\$35 million** for workforce development and training hubs.
  - **\$83 million** to create the CSU Bakersfield Energy Innovation Center and **\$50 million** to support the CSU University Farms.
- **\$20 million** GF to OPR to support a grant to Carnegie Science for the **Pasadena Climate Research Hub facility**.
- **\$19.3 Million** GF to OPR to support **Precision Medicine**, including a **\$10 million** to administer a competitive grant program and **\$9.3 million** to increase participation of underrepresented communities in biomedical research.
- **\$33 million** GF to OPR for the **CA Education Learning Lab**, including:
  - **\$30 million** one-time to establish and make up to 30 awards under the **Golden State Awards Program** for innovative projects based at or in association with a CSU or UC.
  - **\$2 million** increase ongoing GF to **restore 2020-21 Budget Act reductions** to the CA Education Learning Lab's grant pool.
  - **\$1 million** ongoing GF for the **CA Education Learning Lab** to establish an open educational resources platform offering free and responsive homework modules in STEM.

# MORE CLIMATE-RELATED PROPOSALS

- **\$20 million** GF to CWDB annually from 2022-23 through 2024-25 for a total of \$60 million, to fund its Low Carbon Economy Workforce grant program to support workforce development programs that align with strategies in the state's Climate Change Scoping Plan.
- **\$9.3 million** GF to OPR to increase participation of underrepresented communities in biomedical research.
- **\$2 million** GF annually for two years to coordinate a market development strategy within the forestry sector. These resources are part of a \$1.2 billion package of investments that address the state's wildfire risks.
- **\$574,000** Greenhouse Gas Reduction Fund (GGRF) ongoing to OPR to support the California Air Resources Board in updating the GGRF grant guidelines and eligibility, and support grant applicants connecting with workforce development resources in their region pursuant to Chapter 746, Statutes of 2021 (AB 680).



# FINAL COMMENTS AND ADJOURNMENT

Agenda Item VI



# CALIFORNIA BUSINESS COMEBACK GUIDE

JANUARY, 2022

GOVERNOR'S OFFICE OF BUSINESS &  
ECONOMIC DEVELOPMENT (GO-BIZ)

GAVIN NEWSOM, GOVERNOR

DEE DEE MYERS, DIRECTOR

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<https://static.business.ca.gov/wp-content/uploads/2021/12/GO-Biz-California-Comeback-Guide-1-13.pdf>



**BUSINESS DEVELOPMENT & BUSINESS SUPPORT**

INCENTIVE NAME	TYPE	AUTHORITY	ELIGIBILITY	TOTAL \$ AVAILABLE	MAX AWARD	TIMING	CONTACT
<b><u>CALIFORNIA COMPETES GRANT</u></b> <b><u>*NEW*</u></b>	STATE GRANT	<u>STATE: GO-BIZ</u>	QUALIFYING BUSINESSES	\$120,000,000 ONE TIME	\$36,000,0000	JAN 3 - JAN 24, 2022	EMAIL: <a href="mailto:CALCOMPETES@GOBIZ.CA.GOV">CALCOMPETES@GOBIZ.CA.GOV</a>  PHONE: 916-322-4051
<u>CALIFORNIA COMPETES TAX CREDIT (CCTC)</u>	STATE INCOME TAX CREDIT	<u>STATE: GO-BIZ</u>	ANY BUSINESS	\$394,707,469 IN FY	20% OF TOTAL AMOUNT IN FY	JAN 2022 & MAR 2022	EMAIL: <a href="mailto:CALCOMPETES@GOBIZ.CA.GOV">CALCOMPETES@GOBIZ.CA.GOV</a>  PHONE: 916-322-4051
<u>CAPITAL INVESTMENT INCENTIVE PROGRAM (CIIP)</u>	PROPERTY TAX REBATE	LOCAL	SPECIFIED MFG BUSINESSES	BASED ON ASSESMENT	VARIES	ONGOING	EMAIL: <a href="mailto:CALBIS@GOBIZ.CA.GOV">CALBIS@GOBIZ.CA.GOV</a>  PHONE: 877-345-4633
<u>CASF BROADBAND INFRASTRUCTURE GRANT</u>	STATE GRANT	<u>STATE: CPUC</u>	TELEPHONE / WIRELESS BUSINESSES	\$300,000,000	\$5,000,000	JAN, 31, 2022	EMAIL: <a href="mailto:CASF_APPLICATION_QUESTIONS@CPUC.CA.GOV">CASF_APPLICATION_QUESTIONS@CPUC.CA.GOV</a>
<u>ELECTRIC PROGRAM INVESTMENT CHARGE (EPIC)</u>	STATE GRANTS	<u>STATE: CEC</u>	QUALIFYING ENERGY BUSINESSES	VARIES BY PROGRAM	VARIES BY PROGRAM	ONGOING	EMAIL: <a href="mailto:ERDD@ENERGY.CA.GOV">ERDD@ENERGY.CA.GOV</a>
<b><u>FILM &amp; TV - SOUNDSTAGE TAX CREDIT *NEW*</u></b>	TAX CREDIT	<u>STATE: GO-BIZ-CFC</u>	ELIGIBLE PROJECTS	\$150,000,000 ONE TIME	\$12,000,000 (SEASON/FILM)	PENDING	EMAIL: <a href="mailto:SOUNDSTAGEINCENTIVE@FILM.CA.GOV">SOUNDSTAGEINCENTIVE@FILM.CA.GOV</a>
<u>FILM &amp; TV - TAX CREDIT 3.0</u>	TAX CREDIT	<u>STATE: GO-BIZ - CFC</u>	QUALIFYING MOTION PICTURES	\$410,000,000 IN FY	VARIES BY APPLICANT TYPE	JAN & MAR 2022	EMAIL: <a href="mailto:INCENTIVEPROGRAM3@FILM.CA.GOV">INCENTIVEPROGRAM3@FILM.CA.GOV</a>



# STAY CONNECTED WITH GO-BIZ AND OPR

GO-Biz, the Office of the Small Business Advocate, and OPR are partnering on a range of activities, including weekly webinars and videos. You can stay connected through the following channels:

- To view the Entrepreneurship Task Force COVID-19 Rapid Response Online Sessions: <https://business.ca.gov/advantages/small-business-innovation-and-entrepreneurship/help-us-advance-entrepreneurship/>
- Subscribe to GO-Biz's Newsletter for COVID-19: <https://business.ca.gov/gobiz-newsletter-signup/>
- Subscribe to GO-Biz's OZ Updates: <https://opzones.ca.gov/sign-up/>
- Subscribe to OPR's Federal Grants E-List: <https://tinyurl.com/y9du7fg3>
- Follow @CAGOBIZ on Twitter: <https://twitter.com/CAGoBiz>
- Follow @Cal\_OPR on Twitter: [https://twitter.com/cal\\_opr?lang=en](https://twitter.com/cal_opr?lang=en)
- Subscribe to the GO-Biz YouTube Channel: <https://www.youtube.com/channel/UCregW8KZRE4k1sXVZs2bPxxw>
- Submit questions to the California Business Investment Service: [calbis@gobiz.ca.gov](mailto:calbis@gobiz.ca.gov)
- Submit questions regarding the Opportunity Zones and Promise Zones: [zones@gobiz.ca.gov](mailto:zones@gobiz.ca.gov)

# JEDE COVID-19 ACTIVITIES

**Conference Calls:** JEDE is sponsoring monthly conference calls where stakeholders can share program and service delivery challenges in real time and seek resolution and mitigation actions within the broader business, economic, and workforce development community.

**COVID-19 Updates:** JEDE regularly publishes economic and business development updates to professionals engaged in meeting the needs of small businesses and local communities caused by the coronavirus emergency. To join the distribution list, email [ajed@asm.ca.gov](mailto:ajed@asm.ca.gov)

## Resource Webpages:

- JEDE COVID-19 Resource Page: <https://ajed.assembly.ca.gov/content/covid-19-resources>
- Inclusive Economic Recovery Roundtables: <https://ajed.assembly.ca.gov/content/small-business-roundtables>

**Contact JEDE:** 916-319-2090 or [toni.symonds@asm.ca.gov](mailto:toni.symonds@asm.ca.gov) or [benjamin.warheit@asm.ca.gov](mailto:benjamin.warheit@asm.ca.gov)