



LOS ANGELES AREA
CHAMBER OF COMMERCE



SMALL BUSINESS COUNCIL



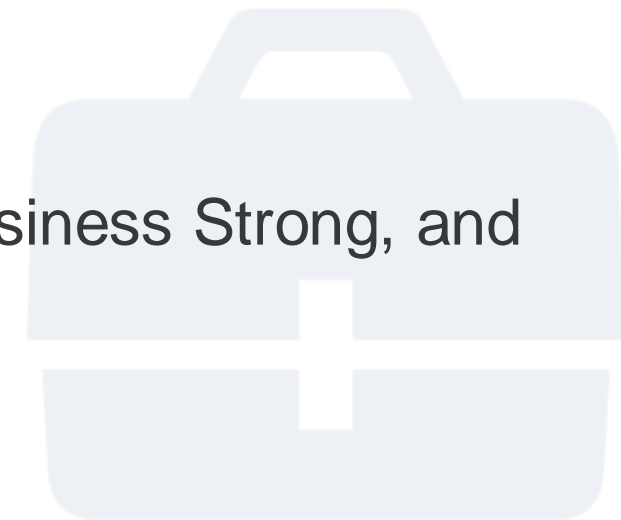
CA Competitiveness Report

August 2, 2023

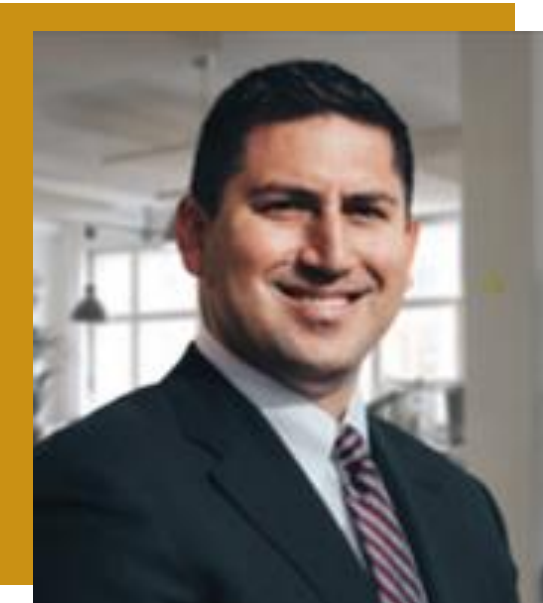


Agenda

- 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



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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.



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RECOMMENDATIONS

California must **build entrepreneurial infrastructure** and support to **attract new firms** while **lowering the barriers to entrepreneurship** for its homegrown talent.





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RECOMMENDATIONS

Any program designed to curtail business flight to other states needs **statewide leadership and coordination** with local government and business organizations.





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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)





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



THE GO-BIZ TEAM



Business
Investment
Services



Community &
Place Based
Solutions



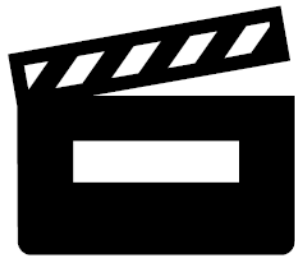
Permits



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

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**

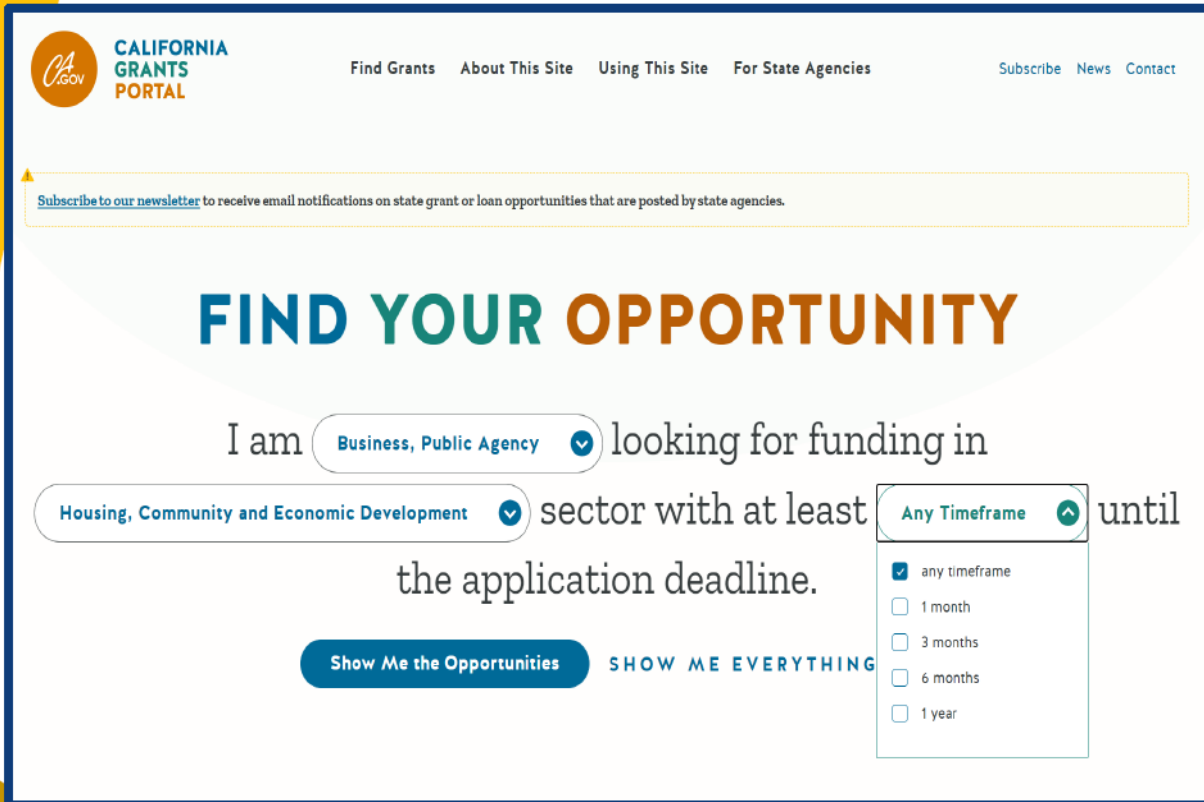
Based on Industry

www.grants.ca.gov

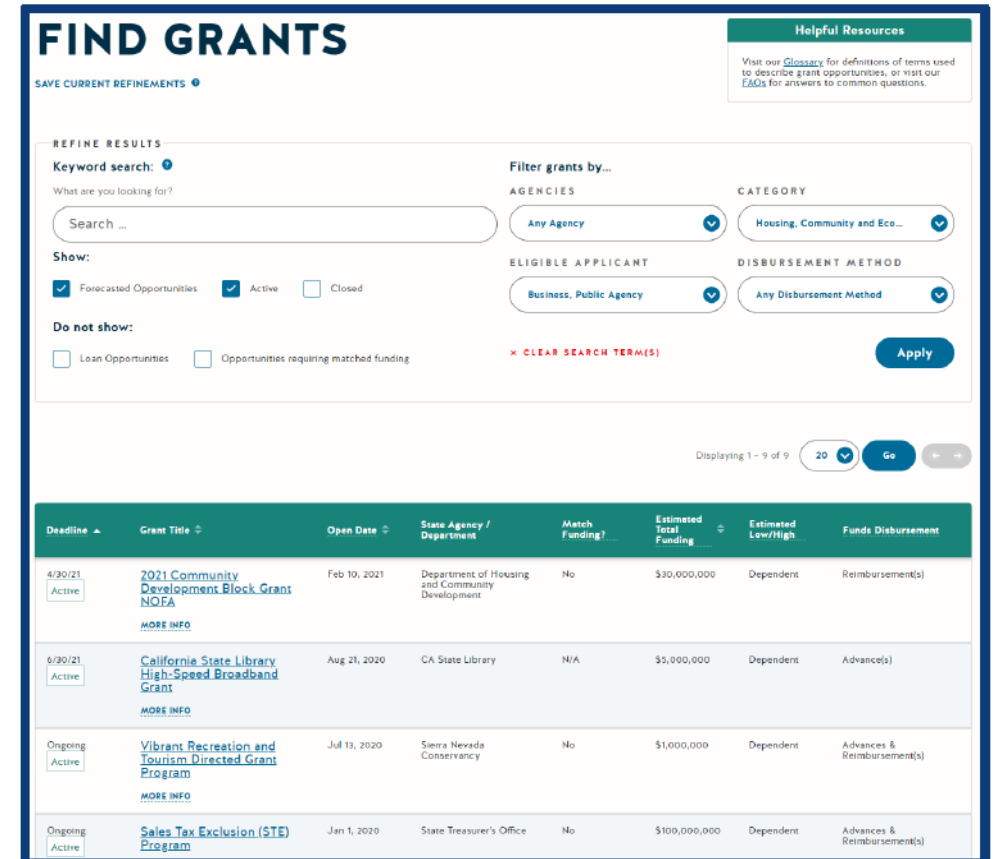
- **Job Creation, Investment & Retention**
 - [California Competes Tax Credit \(CCTC\)](#)
 - Utility Economic Development Rate Program (PG&E, SCE, SDG&E)
- **Investments & Equipment Purchases**
 - [Research and Development Tax Credit \(R&D\)](#)
 - [Partial Sales & Use Tax Exemption](#)
 - [Full Sales & 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.



The screenshot shows the homepage of the California Grants Portal. At the top left is the CA.GOV logo and the text 'CALIFORNIA GRANTS PORTAL'. Navigation links include 'Find Grants', 'About This Site', 'Using This Site', 'For State Agencies', 'Subscribe', 'News', and 'Contact'. A newsletter subscription box asks to receive email notifications. The main heading is 'FIND YOUR OPPORTUNITY'. Below it, a search form is partially filled: 'I am **Business, Public Agency** looking for funding in **Housing, Community and Economic Development** sector with at least **Any Timeframe** until the application deadline.' A dropdown menu for 'Any Timeframe' is open, showing options: 'any timeframe' (checked), '1 month', '3 months', '6 months', and '1 year'. Two buttons are visible: 'Show Me the Opportunities' and 'SHOW ME EVERYTHING'.



The screenshot shows the 'FIND GRANTS' search results page. It features a 'REFINE RESULTS' section with a 'Keyword search' field, a 'Filter grants by...' section with dropdowns for 'AGENCIES' (Any Agency) and 'CATEGORY' (Housing, Community and Eco...), and 'Show:' checkboxes for 'Forecasted Opportunities', 'Active', and 'Closed'. There are also 'Do not show:' checkboxes for 'Loan Opportunities' and 'Opportunities requiring matched funding'. A 'CLEAR SEARCH TERM(S)' link and an 'Apply' button are present. Below the filters, it says 'Displaying 1 - 9 of 9' with a 'Go' button. A table of results is shown below:

Deadline	Grant Title	Open Date	State Agency / Department	Match Funding?	Estimated Total Funding	Estimated Low/High	Funds Disbursement
4/30/21 Active	2021 Community Development Block Grant NOFA <small>MORE INFO</small>	Feb 10, 2021	Department of Housing and Community Development	No	\$30,000,000	Dependent	Reimbursement(s)
6/30/21 Active	California State Library High-Speed Broadband Grant <small>MORE INFO</small>	Aug 21, 2020	CA State Library	N/A	\$5,000,000	Dependent	Advance(s)
Ongoing Active	Vibrant Recreation and Tourism Directed Grant Program <small>MORE INFO</small>	Jul 11, 2020	Sierra Nevada Conservancy	No	\$1,000,000	Dependent	Advances & Reimbursement(s)
Ongoing Active	Sales Tax Exclusion (STE) Program	Jan 1, 2020	State Treasurer's Office	No	\$100,000,000	Dependent	Advances & Reimbursement(s)

grants.ca.gov

Staying Connected

[1. Sign up CA GO-Biz General / COVID-19 Updates](#)

[2. Sign up CA GO-Biz Small Business OSBA Updates](#)

> Sign Up

[3. Sign up Local Econ Development / OZ Updates](#)

> Follow

[4. Sign up GO-Biz International Newsletter](#)

[5. Federal Grants E-List](#)

> Reach out

[6. CA State Grants Portal Updates](#)

[7. Follow GO-Biz on Twitter](#)

[8. Follow CAL OSBA on Twitter](#)





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)





Office of the Small Business Advocate

Christopher Earl

Assistant Deputy Director, Innovation &
Entrepreneurship

Southern California Regional Advisor

@CaliforniaOSBA
Email: business.ca.gov/zendesk



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>

California Network of Small Business Technical Assistance Centers

California supports a network of small business technical assistance centers that provide free one-on-one consulting and no-cost or low-cost trainings, in over 30 languages, to help businesses get funded, enter new markets, strengthen operations, build resiliency and more. Additionally, there are nonprofit lenders who work with California to help you access state loan programs.

Get Tailored Assistance



Use this tool to locate a center tailored to your small business needs

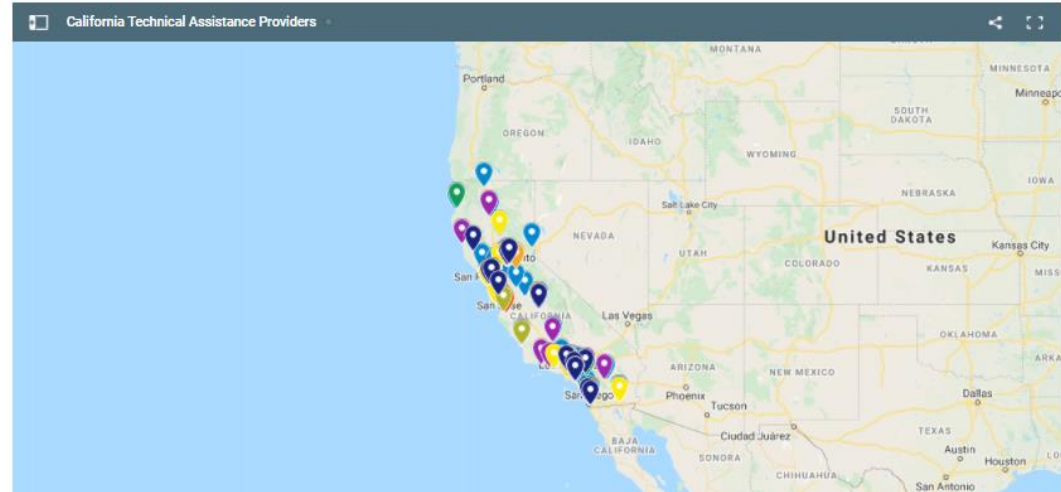
Get Started



Small Business Centers Map

Use this map to quickly locate a center and connect with a local advisor

Click the sidebar icon  to open legend to search different small business technical assistance centers. Click the expand icon  to open the full map to search different service offerings, languages offered, and lenders.





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](#).



THANK YOU

Find Us Online & Subscribe to updates at: business.ca.gov/calosbasubscribe



@CaliforniaOSBA



@CaliforniaOSBA



business.ca.gov/zendesk



Q & A



Announcements | Resilient Business Advising Program



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FOUNDATION

**Help your
business
grow with
one-on-one
advising**



**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



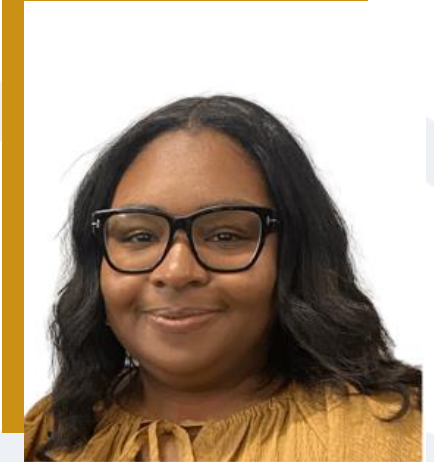
Luis Cachua
Director of Brand
Partnerships &
Multicultural Strategy,
FoodBeast,
Small Business
Consultant



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

Announcements | Small Business Strong



Navigating your cashflow

August 24th

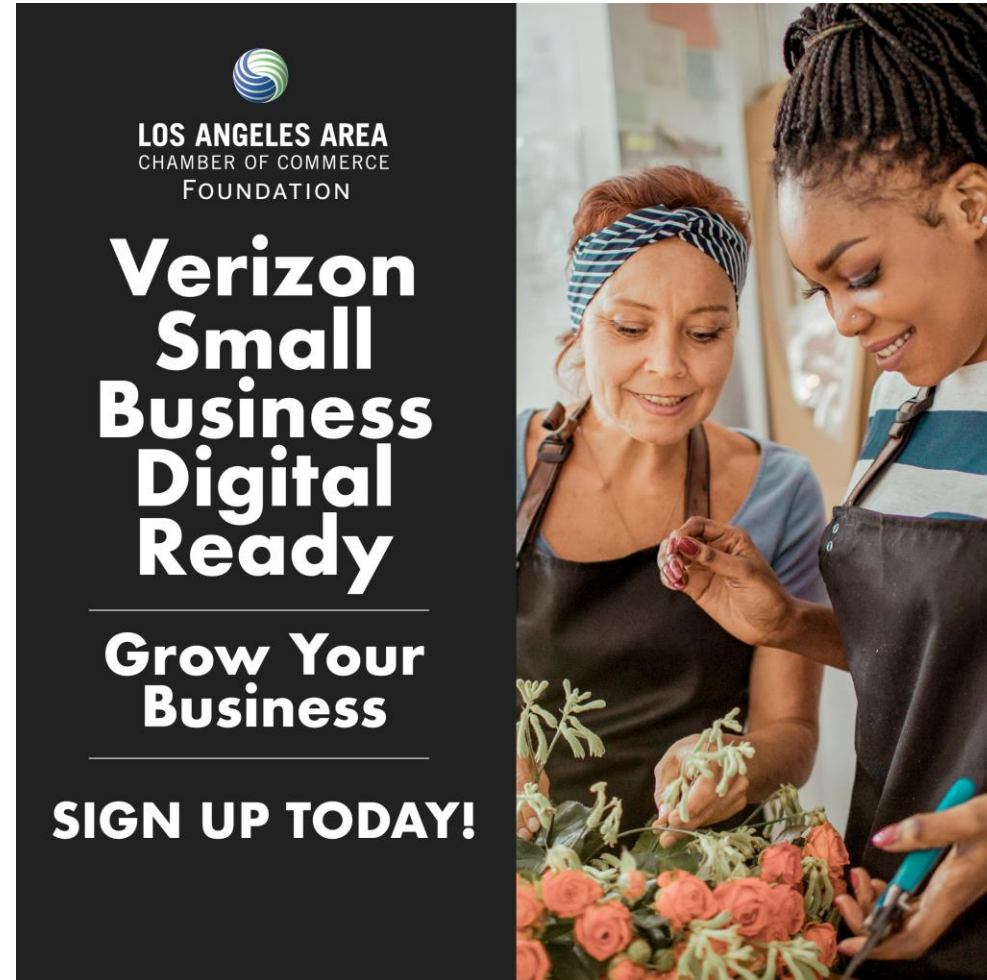
12:30 - 1:30 P.M.


[Register Today!](#)



Announcements |

Sign up for
Verizon's Small
Business Digital
Ready Program
[here.](#)




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FOUNDATION

**Verizon
Small
Business
Digital
Ready**

**Grow Your
Business**

SIGN UP TODAY!

The advertisement features a photograph of two women, one older and one younger, both wearing aprons and working together to arrange a bouquet of pink roses. The woman on the left is smiling and looking at the flowers, while the woman on the right is using scissors to trim a stem. The background is a bright, indoor setting, likely a florist shop.





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THANK YOU!

For more information, visit lachamber.com



[LAAreaChamber](https://www.laarea.org)

