



# **CALIFORNIA BUSINESS INVESTMENT GUIDE**

California Governor's Office of Business and  
Economic Development (GO-Biz)

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# ABOUT CALIFORNIA

## California's Economy

California's economy is characterized by innovation, diversity, and resiliency. It is multifaceted – California is a leader in agriculture, technology, manufacturing, tourism, and more. The California Governor's Office of Business and Economic Development (GO-Biz) serves as the State of California's leader for job growth and economic development efforts. GO-Biz offers a range of services to business owners including attraction, retention and expansion services, site selection, permit streamlining, clearing of regulatory hurdles, small business assistance, international trade development, assistance with state government, and much more.

Since January 2019, California has made significant strides to improve our business climate by cutting red tape, embracing technology in state government, and making new investments in economic development and job creation. California has the California Competes Tax Credit Program, the largest job creation tax credit program in the United States, as well as the new Film & TV Tax Credit Program 3.0, the state's third-generation tax credit program and the largest film tax credit. It also boasts an impressive tourism industry supported by Visit California. GO-Biz coordinates each of these efforts to support California's economy and create job growth.

Moreover, international trade and investment are key attributes of California's economy and strongly beneficial to job growth in the state. California has world-class logistics infrastructure that supports our leadership in international trade. It is a top U.S. state for foreign direct investment, with more than 730,000 jobs are supported by FDI.

## California's Economic Profile

California Leads the Nation in Virtually Every Manufacturing Metric: California has more manufacturing companies, jobs, and output than any other state. There are over 35,000 manufacturing companies in California –twice as many as the No. 2 state (Texas) which has 17,500. ([National Association of Manufacturers](#))

Largest Number of Fastest-Growing Companies: California continues to lead the nation in fastest-growing companies, netting a whopping 720 spaces on this year's Inc. 5000 list. ([Inc.com](#))

History of California's Economy: A Chronology of Significant Events in California's economy can be found here: ([Department of Finance](#))

# STATE TAX CREDITS AND EXEMPTIONS

California provides several tax credit incentives to stimulate business activity in key economic sectors and regions. Targeted sectors include but are not limited to research and development, manufacturing, alternative energy, and motion picture and television production. It is important to note that California does not have an inventory tax and the property tax rate is regulated by Prop 13.

## California Competes Tax Credit

The California Competes Tax Credit (CCTC) is an income tax credit available to businesses that want to locate in or relocate to California or existing California businesses that want to stay and grow in the state. The CCTC is awarded to individual businesses through a competitive application process which includes a holistic analysis of individual applications through a two-phase application and evaluation process over an approximately 90-day period. The first phase of the application process is a quantitative process where applications are evaluated based on their cost-benefit ratio. The cost-benefit ratio is computed by dividing the amount of credit requested (numerator) by the aggregate employee compensation the business will pay to new employees and capital investments proposed by the business in California over the next five tax years (denominator). In this phase, applications are ranked based on their cost-benefit ratios and only the most competitive applications are moved to the next application and evaluation phase. Applicants moved to the second phase of the application process are asked for additional information and documentation and are then evaluated based on twelve statutory evaluation factors, including, but not limited to: the number of full-time jobs to be created or retained in the state, the amount of investment in the state, the extent of unemployment or poverty in the area in which the project is proposed, the wages, benefits, and training provided to employees, and the strategic importance of the project or business to the state, region, or locality.

The application periods for each fiscal year are set by the Director of GO-Biz and published in a Notice posted on the GO-Biz website on or before June 30 each year. Historically, the CCTC program has three application periods each fiscal year. Applications are only accepted online during open application periods. Credit awards are competitive and subject to credit availability. Businesses recommended for award of the credit are required to negotiate and sign an agreement between the business and GO-Biz that clearly lays out the net increase in full time employees and the investments the business is committing to in California in the current and next four tax years, the minimum and average wages to be paid to these new employees, and the tax credit allocated to each tax year. The agreements are not effective until approved at by the CCTC Committee at a properly noticed public meeting. The "Awardee List" is updated after each Committee meeting and contains the name of each credit recipient, net increase of full-time employees, total amount of investments, project location(s), amount of credit awarded and recaptured (if applicable), and a link to each credit recipient's signed agreement. The amount any one business can request in tax credits must be at least \$20,000, but no more than 20% of the total credit allocation available for the fiscal year.

For more detailed information and helpful information such as an application guide and FAQs, please visit: <https://business.ca.gov/calcompetes>

## **New Employment Credit**

The New Employment Credit (NEC) is available for each taxable year until January 1, 2026, to a qualified taxpayer hiring a qualified full-time employee, incurring qualified wages attributable to work performed by that employee in a designated census tract or economic development area, and that receives a tentative credit reservation for that employee. The credit is based on 35% of qualified wages or wages between 1.5 and 3.5 times the minimum wage. Qualified companies must be located in areas based on census tracts with highest unemployment and poverty rates in the state as well as LAMBRAS and former enterprise zone boundaries (with some exclusions).

For more information, please visit:

<https://www.ftb.ca.gov/file/business/credits/new-employment-credit/index.html>

## **Research & Development Tax Credit**

The California Research & Development (R&D) tax credit program reduces state income tax due to the Franchise Tax Board. A business may qualify for the credit if it paid for or incurred qualified research expenses while conducting qualified research activity in California. A business may receive 15 percent of the excess of current year research expenditures over a computed base amount (minimum of 50 percent of current year research expenses) or a 24 percent credit for basic research payments to third party organizations. A business may claim the credit on its tax return for the taxable year it incurred the qualified expenses.

Qualified research expenses include wages, supplies, and contract research costs. To qualify, the research must be conducted within California and include basic or applied research of scientific inquiry, original investigation for the advancement of scientific or engineering knowledge or improved function of a business component. California has several exceptions to the federal law that can affect computations for the credit.

For more information, please visit: <https://www.ftb.ca.gov/file/business/credits/california-research.html>

## **California Film & Television Tax Credit Program**

The California Film Commission offers a tax credit incentive program aimed at retaining and attracting film and TV production jobs and economic activity across the state. \$330 million in tax credits are available annually to qualified motion pictures beginning on July 1, 2015 through June 30, 2025.

The program allocates funding in "buckets" for different production categories, including non-independent films, independent films, TV projects and relocating TV series. This allocation system enables applicants to compete for credits directly against comparable

projects. Projects are selected based on their jobs ratio score, which ranks each project by wages paid to below-the-line workers, qualified spending for vendors, equipment, etc., and other criteria.

The program allows a non-refundable 20% tax credit for qualified production related expenses to a taxpayer against state income taxes or against sales and use taxes.

Independent Film applicants are eligible for a 25% tax credit and may transfer their credits to a third party. Projects in the Relocating TV Series category (projects that return to California from out-of-state) may receive a 25% credit for their first season in California.

For more information, please visit: <https://film.ca.gov/tax-credit/>

### **Sales and Use Tax Exemption for Manufacturing**

This program, administered by the California Department of Tax and Fee Administration, provides a sales tax exemption of 3.9375% for basic manufacturing equipment. In addition, equipment for food processing, research and development, and biotechnology are also eligible for the exemption. Tenant improvements for manufacturing or research and development may also be eligible. The partial exemption applies only to the state sales and use tax rate portion. The exemption does not apply to any local, city, county, or district taxes.

For more information, please visit: <https://www.cdtfa.ca.gov/industry/manufacturing-exemptions.htm#Overview>

### **Sales and Use Tax Exemption for Agriculture**

This program, administered by the California Department of Tax and Fee Administration, provides a sales tax exemption of 5.00% for the sale, storage, use, or other consumption of farm equipment, machinery and their parts to qualified persons for use in qualifying activities. The partial exemption may also apply to leases. The partial exemption applies only to the state sales and use tax rate portion. The exemption does not apply to any local, city, county, or district taxes.

For more information, please visit: <https://www.cdtfa.ca.gov/taxes-and-fees/sales-and-use-tax-exemptions.htm>

### **Manufacturing and Recycling Sales and Use Tax Exclusion**

The California Alternative Energy and Advanced Transportation Financing Authority (CAEATFA) provides a full sales and use tax exclusion (around 8-10% on average) for advanced manufacturers, recyclers, and manufacturers of alternative source and advanced transportation products, components, or systems.

Eligible manufacturers and recyclers looking to relocate or expand in California may apply for a sales and use tax exclusion award, and if approved, do not pay sales or use tax at the point of sale during the term of the award. CAEATFA may award up to \$100 million in sales tax exclusion each calendar year.

For more information, please visit: <http://www.treasurer.ca.gov/caeatfa/ste/index.asp>

# STATE FINANCING OPPORTUNITIES

## California Capital Access Program

The California Capital Access Program (CalCAP) encourages banks and other financial institutions to make loans to small businesses that have difficulty obtaining financing. CalCAP is a form of loan portfolio insurance that provides up to 100% coverage on certain loan defaults. CalCAP insures loans made by [participating lenders](#) to eligible small businesses for eligible purposes. There is no minimum loan amount, however, the maximum loan amount is \$5 million and the maximum enrolled amount is \$2.5 million. Borrowers are limited to a maximum \$2.5 million enrolled over a 3-year period. Eligible businesses must have 500 employees or fewer.

Loan proceeds must be used in California and may be used for start-up costs, working capital, business procurement, equipment and inventory purchases, contract financing, franchise fees, business expansion, lines of credit, as well as real estate construction, renovation or tenant improvements of an eligible place of business.

The participating lender sets all the terms and conditions of the loan (including premium levels, maturity dates, fixed or variable interest rates, secured or unsecured, amortization schedule, etc.) and determine which loans to enroll into the CalCAP program. Small businesses can qualify for a CalCAP loan through any CalCAP lender. The current list of participating lenders is here: <http://www.treasurer.ca.gov/cpcfca/calcap/sb/institutions.pdf>

For more information, please visit: <http://www.treasurer.ca.gov/cpcfca/calcap/index.asp>

## CalCAP Collateral Support

CalCAP Collateral Support (Collateral Support) pledges cash to cover the collateral shortfall of a loan made by a [participating lender](#) in order to enable financing that otherwise might not be available to a small business. Collateral Support provides up to 40% of the loan value, in the form of a cash deposit, with the possibility of an additional 10% for businesses located in a Severely Affected Community. The minimum loan amount is \$50,000, the maximum loan amount is \$20 million, and the maximum support amount is \$2.5 million per borrower. The term of the collateral support is determined by the lender and will not exceed 4 years for any one loan. Eligible businesses must have 750 employees or fewer.

Loan proceeds must be used in California and may be used for start-up costs, working capital, business procurement, equipment and inventory purchases, contract financing, franchise fees, business expansion, lines of credit, as well as real estate construction, renovation or tenant improvements of an eligible place of business. The participating lender sets all the terms and conditions of the loan (including premium levels, maturity dates, fixed or variable interest rates, secured or unsecured, amortization schedule, etc.) and determine which loans to enroll into Collateral Support.

Small businesses can qualify for Collateral Support through any Collateral Support lender. The current list of participating lenders is posted here: <http://treasurer.ca.gov/cpcfca/calcap/collateral/institutions.pdf>

For more information, please visit:

<http://www.treasurer.ca.gov/cpcfca/calcap/collateral/index.asp>

### **Small Business Loan Guarantee Program**

The California Small Business Loan Guarantee Program (SBLGP) partners with Financial Development Corporations to provide loan guarantees for eligible small businesses that experience capital access barriers.

There is no minimum loan amount, however, the maximum loan amount is \$20 million. The maximum guarantee is \$1 million or 80% whichever is lower. Eligible businesses must have 750 employees or fewer. Loan proceeds must be used in California and may be used for start-up costs, working capital, business procurement, equipment and inventory purchases, contract financing, franchise fees, business expansion, lines of credit, as well as real estate construction, renovation or tenant improvements of an eligible place of business.

For more information as well as a list of Financial Development Corporations, please visit: <http://www.ibank.ca.gov/small-business-finance-center/>

### **Jump Start**

The Jump Start Loan Program (Jump Start) helps small businesses start, grow, and thrive. Jump Start provides technical assistance, financial literacy training, and microloans to low-wealth entrepreneurs in low-wealth communities and disaster areas. Loan amounts range from \$500 – \$10,000 and are administered by participating Jump Start Financial Development Corporations.

For more information, please visit: <http://www.ibank.ca.gov/small-business-finance-center/>

### **Industrial Development Bonds**

Industrial Development Bond (IDB) financing is tax-exempt financing available to manufacturers for the acquisition of manufacturing facilities and equipment.

Certain federal and state regulations apply. The IDB financed project must be a facility used for the manufacturing, production or processing of tangible property. At least 95% of bond proceeds must be spent on qualifying costs (land, building, equipment as well as capitalized interest during construction).

Bond proceeds cannot be used for working capital or inventory. The capital expenditures for the project, when added to the company's other capital expenditures in the same public jurisdiction as the project for the three years immediately preceding and three years following the closing of the financing of the project, cannot exceed \$20,000,000. The project must meet certain public benefit criteria established by the California Debt Limit Allocation Committee (CDLAC), which among other things, includes the creation or retention of jobs. Prevailing wage must be paid to workers involved in the construction or renovation.

For more information, visit: <http://www.ibank.ca.gov/industrial-development-bond-financing/>

# STATE WORKFORCE DEVELOPMENT PROGRAMS

## **Employment Training Panel**

The Employment Training Panel (ETP) provides funding to employers to assist in upgrading the skills of their workers, ultimately leading to competitive wages and long-term jobs. The ETP was created in 1982 by the California State Legislature and is funded by California employers through a special payroll tax.

ETP uses a pay-for-performance contract to provide a specific, fixed-fee cash reimbursement for the costs of employer-customized, job-specific skills training conducted by a company for new hires or existing employees. Common training topics include: Business Skills, Computer Skills, Commercial Skills, Manufacturing Skills, Continuous Improvement, Hazardous Materials and OSHA 10/30, Management Skills and Literacy Skills.

The ETP is a funding agency, not a training agency. Businesses determine their own training needs and how to provide training. ETP staff is available to assist in applying for funds and other aspects of participation.

The ETP reimbursement is based on the contract specified reimbursement rate and the number of training hours delivered and tracked. The rate is inclusive of all administration and training costs. Contracts are based on a two-year term. ETP funding is earned once the trainee completes a minimum number of ETP funded training hours and a post training employment retention period earning a contract specific wage. ETP uses a web-based tracking system for tracking of training hours, invoicing and supporting the contract with free development and monitoring services.

For more information, please visit: <http://www.etp.ca.gov>

## **Division of Apprenticeship Standards**

California's employers consider apprenticeship opportunities to develop their pipeline of skilled laborers, create a more flexible workforce, reduce employee turnover, instill company loyalty (through the employer's commitment to training), increase productivity as employee skills increase and for improved customer satisfaction generated by quality workmanship.

In recognition of these considerations and to assist companies engaged in apprenticeship opportunities, the Division of Apprenticeship Standards (DAS) within the Department of Industrial Relations, administers California's apprenticeship law and is responsible for the promotion and development of employment-based apprenticeship training in a variety of industries and occupations. Over 54,000 registered apprentices are currently in training in over 550 apprenticeship programs around the state, graduating approximately 8,000 new journey-level workers with nationally-recognized state approved certifications each year.

DAS consultants work with individual employers to design and implement employment-based training programs incorporating on-the-job training with related post-secondary classroom instruction provided through local community colleges and adult education programs. Categorical apprenticeship funding may be available to cover the costs of related classroom instruction. Veterans can receive GI benefits to help supplement their

wages and apprenticeship programs qualify for a variety of subsidized training assistance.

More information on can be found at: <http://www.dir.ca.gov/das>

### **California's Workforce Development Board**

The Workforce Investment Act of 1998 (WIA) created a unique national workforce preparation and employment system designed to meet the needs of both career seekers and businesses. The California Workforce Development Board (CWDB) is aimed at serving the employment and training needs for companies and to sustain a skilled workforce so that businesses prosper. Services are predominantly provided through regional Workforce Investment Boards at One-Stop Career Centers, available at no cost.

One-Stop Career Centers follow a business services model that ensures the reliable delivery of services to businesses as well as the sharing of job listings and potential candidates throughout an entire countywide network. One-Stop Career Centers offer a range of human resource services including: customized recruiting programs; job matching through skills assessments; interview facilities for conducting both one-on-one and group meetings; screening, testing and referrals; on-the-job and pre-employment training; technical assistance for employee support and accommodations for employees with disabilities; information referral services for business incentives and business-to business referrals; as well as free job postings both locally and online.

For more information, please visit: <http://www.cwdb.ca.gov/>

### **California's Veterans - CALVET**

Returning veterans present a strategic hiring advantage that sets California apart. California is home to approximately 2 million veterans – more than any other state in the nation. Coupled with federal incentives (such as the [VOW to Hire Heroes Act](#)), employers can take advantage of a workforce that is already skilled in advanced military applications and given California's military significance, is arguably one of the most trained and educated to ever exit from military service.

For more info on working with California's veteran workforce, please visit: [www.calvet.ca.gov](http://www.calvet.ca.gov)

### **Joint Venture Program**

The Joint Venture Program (JVP) provides vocational training opportunities to inmates within California's correctional settings and it offers businesses attractive benefits for employing them. These individuals gain enhanced job skills, which allow them to return more successfully to the community as productive citizens after serving their time. A very successful correctional rehabilitation program, the JVP has a recidivism rate of 9%.

The JVP is available to businesses that are planning to expand, open a new enterprise or division, returning from offshore or relocating to California from another state.

For more information, please visit: <https://jointventureprogram.calpia.ca.gov/>

# STATE ENERGY AND ENVIRONMENT PROGRAMS

## **Self-Generation Incentive Program**

In response to an energy crisis in 2001, California established the Self-Generation Incentive Program (SGIP) as a peak-load reduction program that incentivizes the development and commercialization of new, existing and emerging distributed energy resources by providing rebates for qualified distributed energy systems installed on the customer's side of the utility meter.

In 2009, the program was enhanced to identify and encourage distributed energy resources that contribute to greenhouse gas reduction goals. Eligibility for participation in the SGIP is now based on greenhouse gas emissions reductions. Eligible technologies include wind turbines, fuel cells, organic Rankine cycle/waste heat capture, pressure reduction turbines, advanced energy storage, and combined heat and power gas turbines, micro-turbines, and internal combustion engines. The program no longer supports solar photovoltaic technologies – these were moved under the purview of the California Solar Initiative in 2006. Participants receive up-front and performance-based incentives. The incentives apply only to the portion of the generation that serves a project's on-site load.

With 544 completed projects generating over 252 megawatts, the SGIP is one of the longest-running and most successful distributed generation incentive programs in the country. In 2011 alone, these facilities provided over 760,000 MWh of electricity.

For more information, please visit: <http://www.cpuc.ca.gov/General.aspx?id=5935>

## **California Sustainable Energy Entrepreneur Development Initiative (CalSEED)**

The California Sustainable Energy Entrepreneur Development Initiative (CalSEED) is a funding and professional development program for innovators and entrepreneurs working to bring early-stage clean energy concepts to market. CalSEED is a funding initiative of the California Energy Commission.

CalSEED awards can provide up to \$600,000 in grant dollars to advance energy concepts, comprehensive professional development resources—training, expert guidance, mentorship, operational and technical support, access to California's accelerator and incubator programs. For more information, please visit: <http://calseed.fund/>

## **Electric Program Investment Charge**

The Electric Program Investment Charge (EPIC) program (previously called the Public Interest Energy Research program) is the state's premier energy research, development, and deployment program for the advancement of science and technology in the fields of energy efficiency, renewable energy, advanced electricity technologies, energy-related environmental protection, transmission and distribution as well as transportation technologies. Over the last 10 years EPIC has invested over \$700 million to assist utilities and energy companies in the development and deployment of technologies that provide environmental and economic benefits to California's energy ratepayers.

For more information, please visit: <http://www.energy.ca.gov/research/epic/>

## Clean Transportation Program

Demonstrating California's leadership in the national push to reduce dependency on petroleum and greenhouse gas emissions while improving energy security, the Alternative and Renewable Fuel and Vehicle Technology Program (also known as "Clean Transportation Program") provides financial incentives (as much as \$100 million annually through competitive grants, loans, loan guarantees, revolving loans, and other appropriate measures or means) for businesses, vehicle and technology manufacturers, workforce training partners, fleet owners, consumers and academic institutions to develop and deploy alternative and renewable fuels as well as advanced transportation technologies that meet the state's policy objectives on climate change.

For more information, please visit:

<https://www.energy.ca.gov/programs-and-topics/programs/clean-transportation-program>

## Hybrid and Zero Emission Truck and Bus Voucher Incentive Project

The Hybrid Truck and Bus Voucher Incentive Project (HVIP) is designed to accelerate California's deployment of new hybrid and zero-emission trucks and buses. The program has \$18 million in funds as of October 2012. Air Resources Board (ARB) has teamed with CALSTART to implement this streamlined, first-come, first-serve program.<sup>1</sup> The HVIP Implementation Manual defines the roles and responsibilities of ARB, CALSTART, vehicle dealers and vehicle purchasers in project implementation. ARB must approve hybrid truck and bus models for them to become eligible for the program. This program is a component of AB118 program.

For more information, please visit: <http://www.californiahvip.org/>

## Air Quality Improvement Program Clean Rebate Project

The Air Quality Improvement Program Clean Rebate Project is intended to encourage and accelerate zero emission vehicle deployment and technology innovation. Rebates range from \$900 for zero-emission motorcycles and neighborhood electric vehicles to \$1,500 for plug-in hybrid electric vehicles and \$2,500 for full function zero emission vehicles. There is a maximum cap of 20 per applicant.

For more information, please visit: <http://www.arb.ca.gov/msprog/aqip/aqip.htm>

## Carl Moyer Memorial Air Quality Standards Attainment Program

The Carl Moyer Memorial Air Quality Standards Attainment Program provides grant funding for cleaner- than-required engines and equipment. Grants are administered by local air quality management districts. The Air Resources Board works collaboratively with the districts and other stakeholders to set guidelines and ensure the program reduces pollution as well as provides cleaner air for Californians. The program focuses on cleaning the air by replacing older heavy-duty diesels with electric, alternative-fuel, or cleaner diesel technologies.

For more information, please visit: <http://www.arb.ca.gov/msprog/moyer/moyer.htm>

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<sup>1</sup> CALSTART is a member-supported organization of more than 140 firms, fleets and agencies worldwide dedicated to supporting a growing high-tech, clean transportation industry that cleans the air, creates jobs, cuts imported oil and reduces global warming emissions.  
<http://www.calstart.org>

### **Providing Loan Assistance for California Equipment Program**

The California Air Resources Board has developed innovative financing programs to provide fleet owners, particularly small business owners, easier access to loan opportunities. The ARB's loan programs offer several options to increase financing accessibility including loans, loan guarantees and other mechanisms to assist industries affected by ARB regulations. The Providing Loan Assistance for California Equipment (PLACE) Program for Off-Road Vehicles is a loan guarantee program available for off-road vehicle owners requiring assistance for financing retrofits, repowers and replacements.

The PLACE Program for On-Road Vehicles (formerly On-Road Heavy-Duty Vehicle Air Quality Loan Program) offers financial assistance to fleet owners subject to two regulations approved by the Board in December 2008.

The Goods Movement Emissions Reduction Program may offer loan assistance to upgrade equipment used in freight movement along California's trade corridors.

For more information, please visit: <http://www.arb.ca.gov/ba/loan/loan.htm>

### **Pollution Control Financing**

The California Pollution Control financing Authority (CPCFA) provides tax-exempt bond financing for pollution control projects. The Tax-Exempt Bond Financing Program provides

California businesses assistance with acquisition or construction of qualified pollution control, waste disposal, waste recovery facilities and the acquisition and installation of new equipment.

As a "conduit issuer" of tax-exempt private activity bonds, CPCFA is able to facilitate low cost financing to qualified waste and recycling projects. Projects that control pollution may qualify for tax-exempt financing as allowed by federal tax law. Examples of recent assistance include projects to purchase clean-air vehicles by waste companies, recyclers of used oil, animal waste conversions to clean burning fuel, and construction and demolition debris recycling programs.

CPCFA partners with participating financial institutions to assist small business with loans of up to \$2.5 million. For more information, please visit: <http://www.treasurer.ca.gov/cpcfa/>

### **Recycling Market Development Zone Loan Program**

The Department of Resources Recycling and Recovery (CalRecycle) administers a Recycling Market Development Zone (RMDZ) Loan Program to encourage California-based recycling businesses located within California to locate new manufacturing facilities as well as expand existing operations. The program provides low-interest rate loans for the purchase of equipment and relevant business expenses. The intent of the program is to assist California manufacturers increase their processing capabilities and create additional markets for recycled-content products. The maximum loan amount is \$2 million for each project.

For more information, please visit: <http://calrecycle.ca.gov/RMDZ/Loans/>

### **Cleanup Loans and Environmental Assistance to Neighborhoods Loan Program**

This Program provides low-interest rate loans to finance environmental assessments and hazardous waste cleanup activities of designated Brownfields and underutilized urban properties. The program provides up to \$100,000 for preliminary endangerment assessments and up to \$2.5 million for clean up or removal of hazardous waste for redevelopment.

For more information, please visit: <https://dtsc.ca.gov/clean-and-iscp-programs/>

### **Brownfields Revolving Loan Fund Program**

The Brownfields Revolving Loan Fund Program provides low-interest rate loans between \$200,000 and \$900,000 for financing cleanup activities of sites by eligible public or private property owners including government agencies, private property owners as well as non-profit organizations. Up to \$200,000 in sub-grants can also be awarded to government agencies and non-profit organizations.

For more information, please visit: <https://dtsc.ca.gov/brownfields-funding/>

## ADDITIONAL PROGRAMS AND RESOURCES

### **Food Production and Investment Program**

The Energy Commission's Food Production Investment Program (FPIP) provides competitive grants to California's food processing industry to adopt commercially available and advanced energy technologies at their plants to reduce its greenhouse gas emissions. For more information, please visit: <https://www.energy.ca.gov/programs-and-topics/programs/food-production-program>

### **California's Innovation Hub Program**

California is home to the largest in-state innovation network in the country. Acknowledging the inherent opportunities available within the State to connect the emerging labor force with existing businesses and entrepreneurial start-up companies, GO-Biz is leading an initiative to prioritize the commercialization of innovation and technology as an economic development strategy through the California Innovation Hub (iHub) Program. Thirteen existing iHubs span the state from Chico to San Diego and cover some of California's most vibrant economic sectors from agriculture to life science and from clean technology to transportation.

The program was formed for the purposes of:

- Leveraging California's national and international market-share in human and investment capital as a global destination for leadership in innovation opportunities;
- Providing a platform for the transfer of ideas discovered in nationally recognized laboratories and universities to private industry for the enhancement of an existing product or the creation of a new start up enterprise;
- Providing an advantage to California firms through the introduction of new technologies, processes, research and development (R&D) solutions into its existing business practice;
- Providing conduit assistance for the interaction of existing government owned assets (federal and state), facilities and operations with venture-supported startup companies for the testing and evaluation of products in development; and
- Facilitating a linkage for the inducement of investment funding to an inventor towards the commercialization of concepts into products ensuring eventual production occurs within the California economy.

The GO-Biz Innovation and Entrepreneurship unit has established a wide range of collaborating partners with regional economic development authorities, local governments, private organizations, incubators, venture capital sources, and the higher education system to develop infrastructure and support for entrepreneurs to succeed in California. Many organizations are currently involved in assisting entrepreneurs within the state. Recently, GO-Biz added three new hubs to enhance California's existing innovation infrastructure. These new hubs will enable California to focus on three historically strong economic sectors including healthcare, manufacturing and aerospace.

For more information, please visit: <https://business.ca.gov/advantages/small-business-innovation-and-entrepreneurship/programs-and-initiatives/>

## California State Trade Expansion Program (STEP)

The California State Trade Expansion Program (commonly referred to as California STEP) is designed to drive exports for California small businesses. This program leverages a network of state, federal, private, and non-profit trade promotion organizations to facilitate export promotion activities for small business exporters. At the national level, the STEP Program is executed by the Office of International Trade (OIT), U.S. Small Business Administration (SBA). At the state level, the program is administered by GO-Biz and the California Department of Food and Agriculture.

### California STEP goals are simple:

- If you are exporting, we would like to help your business export more
- If you are not exporting, we would like to help you get started

### California STEP can help you answer:

- What opportunities are there for my firm to connect with overseas buyers?
- How can my firm maximize our marketing efforts through trade shows abroad?

### How Will STEP Help Small Businesses?

- Support for small business participation in foreign trade missions, foreign market sales trips, and foreign trade show exhibitions
- Other export promotion activities

### Eligibility to participate in the California STEP program requires a company:

- Is exporting goods/services of U.S. Origin or that have at least 51% or more U.S. content
- Operating, organized, or incorporated in the United States
- Comply with [SBA size standards](#) found at [13 C.F.R. Part 121](#)
- Been in business for not less than the 1-year period ending on the date on which assistance is provided under a STEP grant
- Has access to sufficient resources to bear the costs associated with trade, including the costs of packing, shipping, freight forwarding, and customs brokers
- Registered to do business in the state of California and in good standing with (a) the California Secretary of State. To check if your business is in good standing, visit <https://businesssearch.sos.ca.gov/>. Or (b) if a company is registered as a sole proprietorship with a fictitious name, the applicant must be registered and in good standing with the California county in which the business is located in
- Agree to provide information on export sales data resulting from your participation in STEP supported activities. Agree to respond to all subsequent STEP surveys on a timely basis. STEP may send surveys every six months, for up to 3 years

### **California STEP Partners**

The California STEP network consists of STEP Partners across the state that have extensive experience in helping small businesses export, which has been recognized by four (4) Presidential "E-awards" for exporting, six (6) successful U.S. Department of Commerce, Market

Development Cooperator Awards over the past decade carrying out small business export promotion programs:

- California Governor's Office of Business and Economic Development (GO-BIZ)
- California Department of Food & Agriculture
- Los Angeles Area Chamber of Commerce
- Riverside Community College Center for International Trade Development (CITD)
- Los Rios Community College Center for International Trade Development (CITD)
- With additional support from the U.S. Department of Commerce, U.S. & Foreign Commercial Service, the US Small Business Administration Office of International Trade, Export Import Bank of the United States, the Los Angeles Regional Export Council, California Chamber of Commerce, and others

For more information, please visit <https://californiaexport.org/>

## GOVERNOR'S OFFICE OF BUSINESS & ECONOMIC DEVELOPMENT

The Governor's Office of Business and Economic Development ("GO-Biz") was established to serve as California's single point of contact for economic development and job creation efforts. GO-Biz offers a range of services to business owners including attraction, retention and expansion services, site selection, permit streamlining, facilitation through of regulatory compliance, small business assistance, international trade development, and assistance with state programs as well as coordination with local and regional agencies.

GO-Biz includes the following units:

### **California Business Investment Services**

The California Business Investment Services (CalBIS) unit is comprised of a team of business development experts and specialists with in-depth insight on available resources, ongoing initiatives, and government programs providing direct technical and financial assistance to companies interested in either locating or expanding in California.

CalBIS partners closely with regional and local economic development stakeholders to provide confidential no-fee, tailored site selection services to company executives, employers, corporate real estate executives, and site location consultants who consider California for new relocation and/or expansion opportunities.

CalBIS provides a wide array of research, consultation and facilitation services involving the application of state resources and programs, coordination with regional and local agencies, information on labor, tax credits, tax exemptions, state permits and legislative action to the benefit of commercial business enterprises and new job creators. The CalBIS unit serves as a company's primary liaison and facilitator between the state's regulatory agencies as well as regional and local governments throughout the state.

### **California Competes Tax Credit Program**

The California Competes Tax Credit program is a competitive income tax credit available to businesses that want to continue to operate, expand, or relocate to the state. Please reference the California Competes section of this document for more information.

### **International Affairs & Trade Development**

The International Affairs & Trade Development unit is the State's primary point of contact for expanding California's two-way international trade and investment profile. It seeks to boost outbound exports and inward foreign direct investment (FDI) via marketing support for inbound and outbound private sector trade delegations, facilitation of business-to-business matchmaking, execution of the State Trade Export Promotion (STEP) grant initiative, and attention to international trade policy barriers. It also functions to attract and support new foreign investment into the state in conjunction with CalBIS and the Federal EB- 5 Immigrant Investor Visa Program.

## Office of the Small Business Advocate

The Small Business unit serves as the primary advocate and resource provider for California's small business community. The unit has four focus areas: advocacy, information gathering and dissemination, agency coordination, and business assistance. This work includes engaging with policy makers and stakeholders, providing educational services on issues directly affecting small businesses, working in collaboration with state agencies and departments, and assisting business directly with questions about available resources.

## Small Business Technical Assistance Expansion Program

The Small Business Technical Assistance Expansion Program (SB TAEP) provides \$17 million each year through 2022-23 to expand existing small business services, such as free or low-cost one-on-one consulting and low-cost training. The program's funding is focused on services to underserved business groups, including women, minority, and veteran-owned businesses and businesses in low-wealth, rural, and disaster-impacted communities. The program allocates funding through a competitive grant process.

The expansion program also provides \$3 million in annual funding through 2022-23 for the Capital Infusion Program (CIP), which supports business consulting provided by the Small Business Development Center Network to assist small businesses in accessing capital.

For more information, please visit: <http://www.business.ca.gov/Programs/Small-Business-Assistance/Small-Business-Technical-Assistance-Expansion-Program>

## Permit Assistance

The Permit Assistance unit provides comprehensive permit and regulatory compliance assistance statewide for businesses in California by serving as the central source of permit guidance. The Permit Assistance unit also works with local and regional permitting agencies to provide permit identification and regulatory compliance assistance at the local level. The team will also act as a neutral facilitator between state regulatory agencies and businesses to resolve permitting issues. A project specialist may be assigned to personally guide an applicant through the permit process and will assist new business owners to identify all necessary permits required to start a new or to expand an existing business. The unit schedules pre-application meetings between businesses and the appropriate regulatory agencies to help streamline the permitting process. The services provided by the Permit Assistance unit are confidential and free of charge.

The on-line permit assistance website [www.calgold.ca.gov](http://www.calgold.ca.gov) provides a listing of required, federal, state and local permits, webpage links, addresses, application forms and phone numbers.

## California Community Reinvestment Grants Program

The California Community Reinvestment Grants program was included in The Adult Use of Marijuana Act (Proposition 64), which was approved by California voters on November 8, 2016. In accordance with the proposition, GO-Biz will award grants beginning no later than January 1, 2020, to local health departments and qualified community-based nonprofit organizations to support activities for communities disproportionately affected by past federal and state drug policies:



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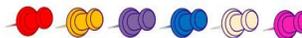
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