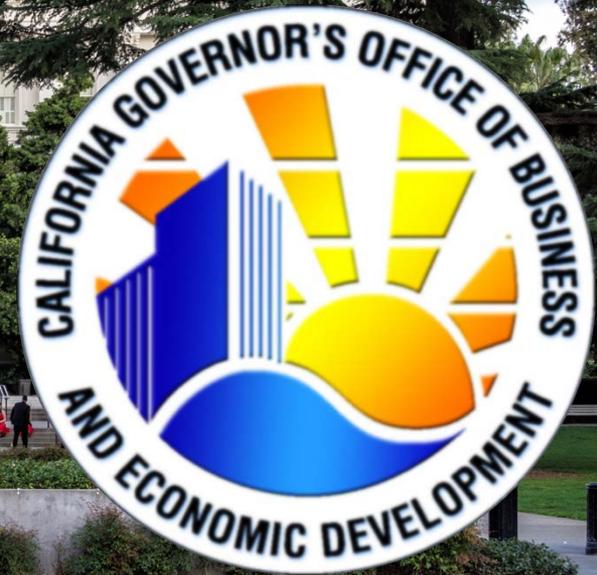


Governor's Office of Business and Economic Development (GO-Biz)



Overview and Activities

GO-Biz serves as California's single point of contact for economic development and job creation efforts, offering a range of services to business owners, including:

- Attraction, retention, and expansion services
- Permit streamlining and clearing of regulatory hurdles
- Small business assistance
- International trade development
- Assistance with state government
- Site selection



New Unit at GO-Biz

- California Competes Tax Credit
- California Film Commission
- Visit California
- California Infrastructure Bank (I-Bank)
- Permits
- California Business Investment Services (CalBIS)
- International Affairs and Business Development
- Innovation and Entrepreneurship
- **Zero Emissions Vehicles Infrastructure - ***New*****
- Office of Small Business Advocate



THE LINDE GROUP

Linde

Hydrogen.



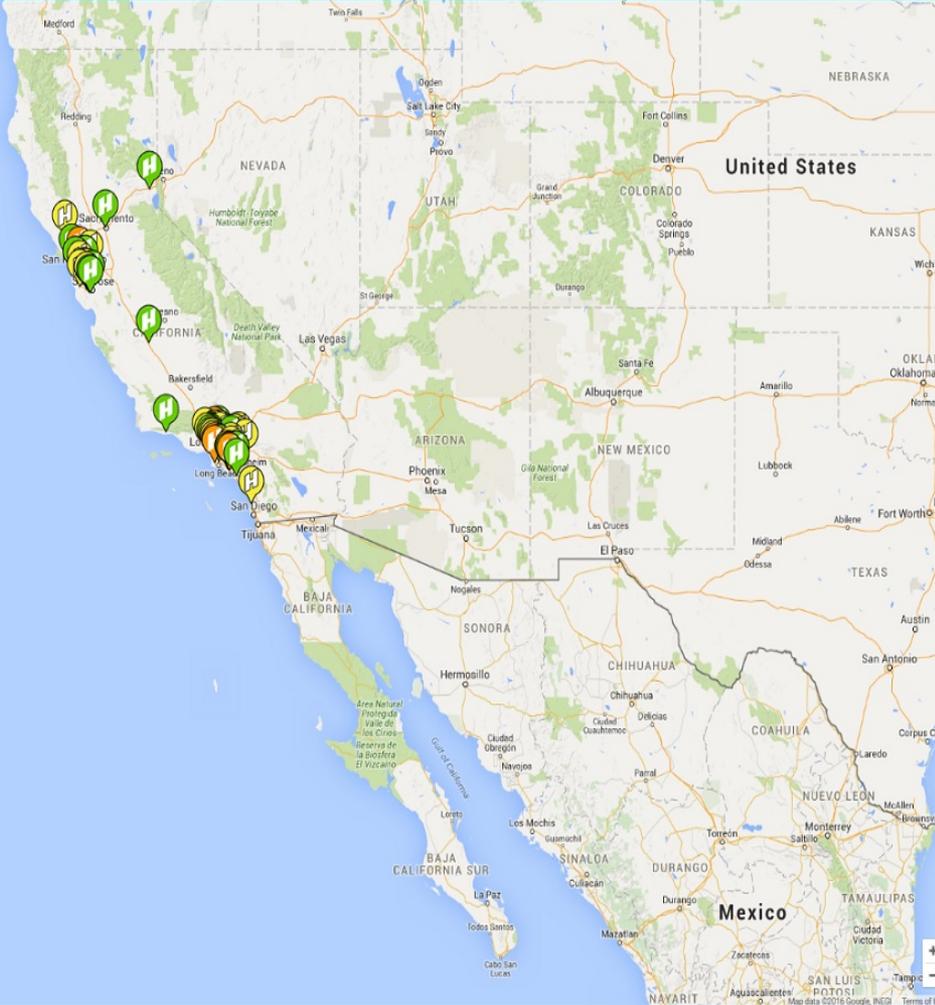
Search by Zip Code or Address

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Station Types

Map Satellite



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RETAIL - OPEN

Santa Barbara
Commissioning Complete
150 South La Cumbre Road
Santa Barbara, CA 93105
[Details »](#)



RETAIL - IN DEVELOPMENT

Woodland Hills
Commissioning
5314 Topanga Canyon
Woodland Hills, CA 91364
[Details »](#)

RETAIL - OPEN

Campbell
Commissioning Complete
2855 Winchester Boulevard
Campbell, CA 95008
[Details »](#)



RETAIL - OPEN

San Jose
Commissioning Complete
2101 North First Street
San Jose, CA 95131
[Details »](#)



RETAIL - OPEN

Saratoga
Commissioning Complete
12600 Saratoga Avenue
Saratoga, CA 95070
[Details »](#)



NON-RETAIL - OPEN





California Competes Tax Credit
Next Application Round

July 25, 2016, through August 22, 2016 (\$75 million available)

<http://business.ca.gov/Programs/CaliforniaCompetesTaxCredit.aspx>



California Competes Tax Credit

As of June 16, 2016



Fiscal Year 2015-16 Approved Tax Credit Agreements

Name	Primary Location(s)	Industry	Net Increase of Full-Time Employees	Investments	Amount of Tax Credit	Date Agreement Approved	Amount Recaptured
Faraday & Future, Inc.	Gardena, Rancho Dominguez, and San Jose	Automobile Manufacturing	1,990	\$311,117,460	\$12,725,000	April 14, 2016	
Nordstrom, Inc.	Fresno or Visalia	Online Order Fulfillment Warehouse and Retail Distribution	367	\$171,000,000	\$11,000,000	April 14, 2016	
NextEV USA, Inc.	San Jose and San Francisco	Automobile Manufacturing	917	\$138,315,000	\$10,000,000	June 16, 2016	
DWB Packers LLC	Brawley	Beef Processing	605	\$38,500,000	\$6,000,000	June 16, 2016	
Snapchat, Inc.	Venice Beach	Mobile Application Development	1,194	\$32,000,000	\$5,000,000	April 14, 2016	
Pacific Steel Group	Fairfield, San Diego, and Los Angeles	Steel Reinforcing Contractors	249	\$900,000	\$4,000,000	November 10, 2015	
Magic Leap, Inc.	Mountain View and Santa Monica	3D Technology Development	141	\$6,149,915	\$3,300,000	April 14, 2016	
NerdWallet, Inc.	San Francisco	Online Personal Financial Services	792	\$18,348,000	\$3,250,000	November 10, 2015	
Pabst Brewing Company LLC	Northern or Central California	Breweries	328	\$400,000,000	\$3,047,500	June 16, 2016	
GreenPower Motor Company, Inc.	Porterville	Electric Bus Manufacturing	190	\$10,950,000	\$3,000,000	June 16, 2016	
Credit Karma, Inc.	San Francisco	Online Personal Financial Services	795	\$27,736,002	\$2,800,000	November 10, 2015	
Stripe, Inc.	San Francisco	Online Payment Processing	1,031	\$37,530,000	\$2,500,000	November 10, 2015	
Orbital ATK, Inc.	Northridge	Aerospace Component Manufacturing	90	\$16,275,154	\$2,100,000	November 10, 2015	
Axis Energy Partners LLC	Sacramento	Commercial LED Lighting Wholesaler	102	\$3,430,000	\$2,000,000	June 16, 2016	
Interra Energy, Inc.	National City	Biofuel and Fertilizer Manufacturing	74	\$26,840,000	\$2,000,000	June 16, 2016	
CHC Consulting, LLC	Orange, Carlsbad, and San Diego	Engineering and Telecommunications Consulting Services	211	\$740,000	\$2,000,000	November 10, 2015	
Flitree Company, Inc.	San Diego	Commercial & Residential Lending	197	\$9,206,979	\$1,950,000	April 14, 2016	
OpenX Technologies, Inc.	Pasadena, Culver City, and Menlo Park	Online Marketing & Advertising	354	\$22,500,000	\$1,947,000	April 14, 2016	
Millennium Space Systems, Inc.	El Segundo	Aerospace Component Manufacturing	284	\$19,939,250	\$1,800,000	April 14, 2016	
Pride Resource Partners LLC	San Diego	Architectural and Engineering Consulting Services	251	\$12,750,000	\$1,800,000	April 14, 2016	
Qlco, Inc.	San Diego	Cremation Equipment Manufacturing	80	\$14,500,000	\$1,600,000	June 16, 2016	
Triumph Fabrications - San Diego, Inc.	El Cajon	Aerospace Component Manufacturing	100	\$12,027,432	\$1,500,000	June 16, 2016	
WISErg Corporation	Colton	Organic Waste Collection & Composting	159	\$14,000,000	\$1,500,000	April 14, 2016	
International Business Machines Corporation	San Francisco	Information Technology Services	84	\$89,906,667	\$1,500,000	November 10, 2015	\$1,500,000
Cerner Corporation	Carlsbad, Garden Grove, and Culver City	Healthcare Information Technology and Revenue Management	108	\$3,900,000	\$1,500,000	November 10, 2015	
Caylm Technologies International, LLC	Fresno	Fire Suppression and Flood Containment Product Manufacturing	53	\$3,457,500	\$1,500,000	November 10, 2015	
AMPAC Fine Chemicals LLC	Rancho Cordova and El Derado Hills	Pharmaceutical Manufacturing	135	\$98,000,000	\$1,250,000	April 14, 2016	
Denso International America, Inc.	Long Beach, Murrieta, Vista, and Compton	Automotive Parts Manufacturing	48	\$38,270,500	\$1,243,587	June 16, 2016	
Sacramento Ventura One LLC	McClellan	Data Center Construction and Management	58	\$475,200,000	\$1,200,000	June 16, 2016	
Ambrv Genetics Corporation	Alsa Viejo	Medical Laboratories	268	\$40,500,000	\$1,150,000	November 10, 2015	
Lineage Logistics Holdings LLC	Oakland	Refrigerated Warehousing and Storage	532	\$91,500,000	\$1,100,000	April 14, 2016	
ATK Space Systems, Inc.	San Diego	Aerospace Component Manufacturing	38	\$5,250,000	\$1,000,000	April 14, 2016	
Axis Medical Technologies LLC	San Diego	Healthcare Information Technology	175	\$2,763,000	\$1,000,000	April 14, 2016	
i-3 Communications Electron Technologies, Inc.	Torrance	Communication Satellite Component Manufacturing	105	\$25,318,140	\$1,000,000	April 14, 2016	
Lite Machines Corporation	Vista, Carlsbad, or other location in San Diego County	Unmanned Aerial Systems Manufacturing	90	\$8,500,000	\$1,000,000	April 14, 2016	
BrightSign, LLC	Los Gatos and Santa Clara	Digital Signage Development	63	\$3,784,273	\$1,000,000	November 10, 2015	
TriWest Healthcare Alliance Corp	San Diego	Healthcare Administration	488	\$1,000,000	\$1,000,000	November 10, 2015	

CAPITAL INFUSION PROGRAM

CIP helps small biz owners gain access to capital by expanding the no-cost consulting services of the CA SBDC Network, the largest small business technical assistance provider in the state.

Fiscal Year	State Dollars Committed	Capital Infusion Generated	Clients Served
2014-15	\$2,000,000	\$202,645,465	10,053
2015-16	\$2,000,000	\$123,110,384 (as of Q3)	6,478 (as of Q3)

For 2016-17, \$1.5M in general funding has been secured to support the program. The program is moving towards greater support for underserved communities e.g. rural, minority business, women-owned businesses, LMI areas, among others.

California Small Business Development Center Network Service Areas



www.casbdc.org



TorresJ107

@TorresJ107

.@LaVistaMemorial is one of our @CAGoBiz Capital Infusion Program participants through the @SDSBDCNetwork! Congrats!



Lorena Gonzalez @LorenaSGonzalez

Honoring #AD80 small businesses including:

@NEWLEAFBIOFUEL @LaVistaMemorial & Nestle Toll House Cafe @chulavistactr

**Just Finalized....
A New Program**



CA MADE. CA PROUD.

SUPPORT **CALIFORNIA MADE**
BUSINESSES BY LOOKING FOR
THE CA MADE LABEL!

CAMADE.CA.GOV

CA Made is a new state labeling program designed to encourage consumer product awareness and to promote the purchase of products manufactured in California.

Regulations were prepared by GO-Biz to administer the program. The regulations were approved by the Office of Administrative Law effective **June 7, 2016**.

Program enrollment is scheduled to begin in spring/summer 2016.





The Fine Print...

- 51% or more of a product's value added must be from California.
- The finished product must be able to lawfully use a "Made in U.S.A." label pursuant to Section 17533.7 of California's Business and Professions Code.
- Agricultural products subject to Buy California program are excluded.
- A third-party certification is required at least once every three years

Next Steps for CA Made:

- Identify a pool of third-party certifiers.
- Move forward on digital advertising to excite and interest manufacturers.
- Push for applicants.

BUSINESS ASSISTANCE: PERSONAL BUSINESS SUPPORT

- Between 5,000-6,000 Requests for Help Annually
- Sampling of Requests:
 - Setting up a new health care clinic in Los Angeles
 - Cost of starting a manufacturing plant in CA
 - Securing a business license
 - How does EB5 work
 - How to file for EIN
 - How to start an online business
 - How to secure international investment
 - How to start a non-profit



When in doubt. Call us.



Upcoming Events feat. GO-Biz:

- July 26 – Small Business Forum w/Assem. Wood – Crescent City, CA
- August 25-27 – CA Black Chamber of Commerce Ron Brown Business & Economic Summit – Los Angeles
- Sept 14 – BOE Small Business Forum w/Chairwoman Ma – Red Bluff, CA
- Sept 16 – Small Business Forum w/Assem. Bonta – Oakland, CA



The Governor's Office of Business and Economic Development (GO-Biz) "Grow California Business" Summit features presentations and demonstrations of programs, services and tools offered by GO-Biz and an expo featuring local small business resource partners and other state agencies.

DETAILED AGENDA TO COME

www.business.ca.gov



@CAGoBiz



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Contact us!



Jesse.Torres@gov.ca.gov

(818) 486-0425 cell