



Guidance on Statewide Site Selection Assistance for Economic Development Project Opportunities

RFI Overview

- As a business unit within the Governor's Office of Business and Economic Development ("GO-Biz"), the California Business Investment Services ("CalBIS") team serves existing and prospective employers, corporate executives, business owners, and site location consultants who are considering California for business investment and expansion.
- CalBIS works cooperatively with federal, regional, local and other public and private institutions and trade organizations in attracting, retaining, and helping businesses grow and succeed in California.
- In support of its duties, the CalBIS unit works with the assistance of local and regional governments as well as economic development and industry supporting organizations to identify and elicit real estate property as requested by those interested companies and/or their consultants.
- Provided at no cost to the client, CalBIS fulfills this service through the use of discreet, customized, site selection search activities based on specifications provided by the interested party.



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Process

1. Initial inquiry, collection and qualification of information from client to CalBIS
2. CalBIS RFI issuance to statewide regional network based on the client's geographic preference
3. Response information collected by CalBIS from regional network
4. CalBIS preparation and response to client with findings
5. Client review, short listing (or selection) and subsequent follow up as needed



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Information Collected from the Client

- General information: a concise overview of the proposed business activity
- Occupancy information: estimated investments in land, building and equipment; occupancy, operation and expansion schedule; ranking for site selection factors
- Land and building requirements: minimum and maximum requirements for land acreage, building size and building components; acquisition preferences (purchase or lease) including lease requirements; other requirements including ceiling height, number and position of loading dock doors, parking, and storage
- Utility requirements: immediate and full operation estimates for electricity load demand, usage, voltage, amperage, and operating schedules; natural gas; water; waste water; communications and identification of any potential environmental issues
- Transportation requirements: truck, air, rail and shipping (including frequency)
- Employment information: number of employees at current facilities, at the new facility, transfers and new hires; job descriptions and proposed wages
- Ranking for geographic preference within the state
- Competitors: other states and foreign countries
- Special requirements: if any



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RFI Content

RFIs generally contain the information and categories collected in the Site Selection Worksheet and also include:

- Project tracking number (e.g. "CBIS12345XX")
- A descriptor: Either a fictitious project name (e.g., Project Alpha or Project Zinc) or a few words to describe the proposed use or company activity (e.g., cosmetic product testing laboratory or component manufacturing)
- General information or additional considerations about the project (e.g. property must have adequate parking, property must be rail served)
- Instructions and deadlines for submission
- *Note: **All projects are confidential.**



Greater Sacramento Area Economic Council Regional Effort and Response

Economic Development Directors Taskforce

- 6 Counties and 13 Cities
 - All Jurisdictions Financially Contribute
- Meet Monthly
- Comprised of Economic Development Staff
- All RFPs are Distributed Through EDDT
- 90 Day Permitting Process
- Elected Chair also sits on Greater Sacramento Board



Property Database

- Address the **Last Minute** scramble of gathering ideal sites
- What special incentives might be available
- Utilities within the Greater Sacramento Area:
 - 3 Electric Providers
 - 1 Gas Provider
 - 19 Telecommunication Providers
 - 6 Waste Water and Sewer Providers
 - 36 Water Providers



Local Community Preparation

Address key RFI criteria

Prepare proposal templates in advance

Identify qualified sites and buildings

Coordinate in advance with Internal/External Partners

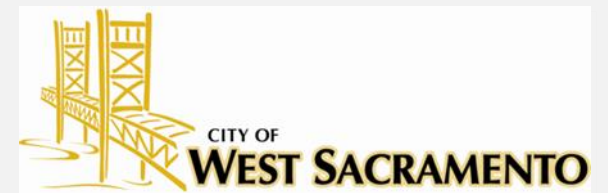
Building and Planning Departments

Property Owners and Developers

Utility Providers

Workforce Agencies

Focus on relevant community assets and services

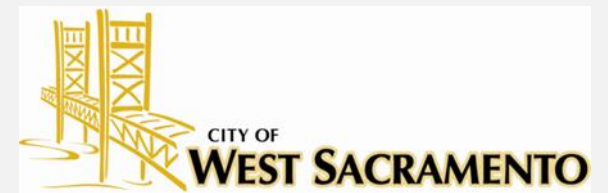




Local Community Proposal

Describe Community Assets & Services

- Buildings and Sites
- Permit Assistance and Timing
- Local Services and Incentives
- State Incentive Coordination
- Workforce Assets/Job Center Services





Business Services

Proposal demonstrates: “We’re ready to serve”

Institutional Infrastructure – know your capabilities

Pre-development meetings

Economic Development “Liaison”

Client Project Teams

Ancillary Incentives – Be Creative

Phased permits and construction

“Guaranteed Occupancy” Schedule

