Q1: WHICH OF THESE IS MOST IMPORTANT TO YOU RIGHT NOW?

<table>
<thead>
<tr>
<th>ANSWER CHOICES</th>
<th>RESPONSES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advocacy &amp; regular updates on issues impacting work (1)</td>
<td>22.3%</td>
</tr>
<tr>
<td>Communication - sharing best practices &amp; resources (1)</td>
<td>43.7%</td>
</tr>
<tr>
<td>Virtual conference prior to end of 2020 (1)</td>
<td>2.6%</td>
</tr>
<tr>
<td>Training/Workshops on current issues &amp; tools (4)</td>
<td>24.1%</td>
</tr>
<tr>
<td>Virtual networking with peers (5)</td>
<td>8.2%</td>
</tr>
<tr>
<td>Other (please specify) (6)</td>
<td>0.8%</td>
</tr>
<tr>
<td>TOTAL</td>
<td>100%</td>
</tr>
</tbody>
</table>

Q1: WHICH OF THESE IS MOST IMPORTANT TO YOU RIGHT NOW?

- Virtual conferencing
- Advocacy & regular updates on issues impacting your work
- Communication - sharing best practices & resources
- Training/Workshops on current issues & tools
- Virtual networking with peers
- Other (please specify)

**already-existing regional meetings**

<table>
<thead>
<tr>
<th>Meeting Name</th>
<th>Description</th>
<th>Contact Information</th>
</tr>
</thead>
<tbody>
<tr>
<td>CA Central Valley Economic Development Corp.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>East Bay Economic Development Alliance</td>
<td>Weekly COVID-19 Community Response calls with our Economic Development Council (EDC) - comprising economic development managers and staff across Alameda and Contra Costa counties and regional Chamber of Commerce CEOs. Open to members of the EDC Council and Chamber CEOs.</td>
<td>Jackie Keliiaa, Regional Economic Development Director, <a href="mailto:jackie@eastbayeda.org">jackie@eastbayeda.org</a>, 510-272-6843</td>
</tr>
<tr>
<td>Greater Sacramento Economic Council (GSEC)</td>
<td>The GSEC convenes meetings with our regional EDOs in Los Angeles County (and sometimes beyond) including Valley Economic Alliance, San Gabriel Valley Partnership, Santa Clarita Valley EDC &amp; others. Hosts an annual summit on economic development for all cities in LA County.</td>
<td>Elsa Flores, VP of Strategic Relations and Marketing, 916-441-2144</td>
</tr>
<tr>
<td>Silicon Valley Economic Development Alliance</td>
<td>The Economic Development professionals in Silicon Valley (Santa Clara, San Mateo, and portions of Alameda and Santa Cruz Counties) meet monthly. The group is co-organized by the Silicon Valley Network and is a member of the Silicon Valley Economic Development Alliance (SVEDA).</td>
<td><a href="mailto:gross@jointventure.org">gross@jointventure.org</a></td>
</tr>
<tr>
<td>CA Statewide Economic Briefing September 30, 2020</td>
<td>CA Statewide Economic Briefing September 30, 2020</td>
<td></td>
</tr>
</tbody>
</table>
Q2: HOW DO YOU FEEL ABOUT YOUR WORKLOAD DURING THE PANDEMIC?

<table>
<thead>
<tr>
<th>Feeling</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Overwhelmed: too many businesses in need, not enough tools:</td>
<td>25.99%</td>
</tr>
<tr>
<td>Keeping up, but could use help:</td>
<td>26.79%</td>
</tr>
<tr>
<td>Indifferent: my work changed; I don’t feel I’m making a difference:</td>
<td>18.04%</td>
</tr>
<tr>
<td>Busy and feel I’ve ever been and loving it:</td>
<td>32.14%</td>
</tr>
<tr>
<td>Energized: I’ve ever been and loving it:</td>
<td>5.36%</td>
</tr>
<tr>
<td>N/A, TOTAL:</td>
<td>0.70%</td>
</tr>
</tbody>
</table>

Q3: IF YOU COULD HAVE ANOTHER ECONOMIC DEVELOPMENT TOOL OR RESOURCE RIGHT NOW, WHAT WOULD IT BE?

- Resources – Funds for Economic Development, Investment in Economic Development
- Staff/Capacity – More Staff
- Tax Increment Financing – Redevelopment, EIFDs
- Data – Places to get current data...COVID is a Game Changer

We Are Your Association.

PRESENTERS

Dan Carrigg
CALED Strategic Legislative Advisor
HIGHLIGHTS OF 2020 LEGISLATIVE YEAR & UPCOMING BALLOT PROPOSITIONS IMPACTING ECONOMIC DEVELOPMENT

• Dan Carrigg, CALED’s Strategic Legislative Advisor
• Daniel Carrigg Consulting, carriggdaniel99@gmail.com

COVID CHANGED EVERYTHING

• Unemployment: Increased from 3.7% to 13.3% in less than one year. CA Lost 2.6 million jobs in March and April.
• State Budget: Sunk like a stone. Went from $5.6 billion surplus in January to $43.7 billion deficit in May. $32 billion revenue decline in FY 20-21. Budget relies heavily on borrowing, deferrals and hope of more ($14 billion) federal bailout.
• Local Budgets: Already (not great), but finally recovering from Great Recession. Now an estimated $5 billion hole. Major declines in local sales tax and TOT.

FEDERAL GOVERNMENT

• Massive Stimulus Actions: avoided total collapse and assisted stock market recovery
• CARES Act:
  • $600 weekly unemployment, and $1,200 checks
  • Bans on evictions, mortgage forbearance
  • PPP loans/grants to small businesses
  • Airline support
  • Assistance to states and localities, COBG, Emergency, etc.
• Debating another stimulus round

STATE BUDGET

Despite major budget woes, still...

• Included significant assistance for local agencies, affordable housing and homelessness programs. Minor changes to state economic development tools included as well. Highlights include:
  • $1.289 billion to counties, and $500 million to cities in federal CARES Act funding to offset COVID-related fiscal impacts.
  • $350 million to counties to support increasing costs of state realigned programs, which can increase to $1 billion if additional federal funds are made available.
  • $100 million in federal CARES Act funding, and $50 million General Fund to acquire permanent housing for homeless individuals.
  • $100 million for cities and county efforts to combat homelessness.
  • $500 million in affordable housing tax credits.

STATE BUDGET (CONT.)

• Allocates $75 million to the Small Business Expansion Fund, which provides loan guarantees for small business lending.
• Adding new economic development tools including a “SEED” program to assist immigrant entrepreneurs, and expanding funding and flexibility for I Bank programs.
• Expands eligibility to access California’s Earned Income Tax Credit (EITC) beyond individuals with social security numbers to include those with a federal individual taxpayer identification number. Builds upon the 2019 EITC expansion from $400 million to $1 billion, assisting three million households. The 2020 budget expands this credit further to reach more households.
• Waives the existing state $800 tax for new California businesses for three years: 2021-2023.

LEGISLATURE

• COVID made for very odd year:
  • Legislature absent for several months; Gov. Newsom ruling by executive actions
  • Faced many challenges legislating during COVID pandemic: masks, social distancing, limited public access to Capitol, remote testimony, etc.
• Legislative activity limited:
  • Extension of eviction protections until Feb. 2021, for renter paying at least 25% of rent. Legislative proposed to undo existing leases for COVID-impacted commercial tenants stopped.
  • $18 million hiring tax credit agreement. But cities drafted resolved past actions and temporary hiring spikes more than longer term hiring and retention.
  • Passed another round of exemptions from AB 5, independent contractor law. Voters will decide the fate of Uber/Lift drivers with Prop 22.
  • Maintained funding for homeless assistance, $500 million in affordable tax credits, and expedited expenditure of some affordable housing and park funds.
  • Major proposed changes to housing policy and public safety (use of force) stalled in final days.
CALED: PLAYED SOME DEFENSE

• Opposed and stopped SB 1389 (Allen), an unworkable rewrite of EIFD law.
• Raised concerns with AB 3205 (Salas), which originally proposed to establish a regional structure insufficiently connected to local representative governments. The bill was amended to address CALED’s concerns, but later stalled.
• Opposed SB 939 (Wiener), which sought to intervene in contractual relationships between commercial property owners and commercial tenants. Bill was stopped. But…Gov. recently signed Exec Order allows local governments to halt evictions of COVID-impacted commercial tenants through March 31, 2021.

MAJOR STATE BALLOT MEASURES

Property Tax Measures:

• Prop 15 (Split Roll): Highly controversial. Requires periodic property tax reassessment of commercial property over $3 million. Estimated net new annual cost $6.5 to $11 billion ongoing for schools and local governments.

• Prop 19: (Homeowner & Inheritance): Allows for property tax basis (55+ disabled, and disaster victims) to be transferred to another property. Limits tax benefits for children/grandchildren who inherit homes and do not live on property. Potential economic stimulus associated with increased property turnover. Benefits to schools, local governments, and fire districts in the hundreds of millions.


OTHER MAJOR BALLOT MEASURES

• Prop 16: (Increasing Diversity) Eliminates the ban on the consideration of race, sex, color, ethnicity, or national origin in public education, public employment, and public contracting.

• Prop 20: (Increasing Criminal Penalties) Makes numerous changes to criminal laws with a goal of reducing recidivism and at least one associated with violent crime.

• Prop 21: (Residential Rent Control) Provides more flexibility for cities and counties to adopt local rent control ordinances.

• Prop 22: “Gig” Economy: Allows drivers for transportation network companies (Uber, Lyft, etc.) to be considered independent contractors rather than employees under recently passed AB 5 (Gonzalez).

OUTLOOK FOR 2021

• Basis for any sustained economic recovery depends on getting COVID under control.

• Political tone will be set with outcome of Presidential Election and Partisan Control of Congress. Will it be “collaboration” or “resistance”?

• Absent federal bailout, state Budget will remain very limited. No money to do much. Potential for tax increases.

OUTLOOK FOR 2021

• Policy Issues:
  • Combating wildfires sure to dominate agenda.
  • Increased focus on climate change, including Governor’s Executive Orders. More efforts to limit use of fossil fuels, address sea level rise, increase alternative energy, energy efficiency, etc. A CA Green New Deal?
  • Economic development: Will anything major come from Gov’s taskforce?
  • Ripple effects from outcome of Prop. 15 “split roll?” Pass or fail, major groups will be unhappy.
  • Land use: What is the future of transit-oriented development, with companies converting to “work from home,” increased demand for suburban homes, and COVID concerns with riding transit?

• Local level: Recent Supreme Court action to deny review of appeal on SF tax on business to fund homeless programs (similar issue as Upland) allows majority vote for “special tax” measures proposed by local initiative. This opens the door for local (transportation, affordable housing, public safety, parks, fire, etc.) initiatives with majority votes.

PRESENTERS

Malinda Matson
EDR for Northern and Coastal California
US Department of Commerce, Economic Development Administration
CA Economic Development Representatives

Malinda Matson
Northern and Coastal CA
916-235-0088
mmatson1@eda.gov
Alameda, Alpine, Amador, Butte, Calaveras, Colusa, Contra Costa, Del Norte, El Dorado, Glenn, Humboldt, Lake, Lassen, Mendocino, Marin, Mariposa, Modoc, Mono, Nevada, Placer, Plumas, Sacramento, San Benito, San Francisco, San Mateo, Santa Clara, Santa Cruz, Shasta, Sierra, Siskiyou, Solano, Sonoma, Sutter, Tehama, Trinity, Tuolumne, Yolo, and Yuba

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Asia King
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206-247-0991
aking2@eda.gov
Kings, Madera, Mendocino, San Joaquin, San Luis Obispo, Santa Barbara, and Stanislaus

CA FY 2020 Awards

<table>
<thead>
<tr>
<th>Program</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Trade Adjustment Assistance</td>
<td>$1,391,229</td>
</tr>
<tr>
<td>Build to Scale</td>
<td>$1,720,305</td>
</tr>
<tr>
<td>Public Works &amp; Economic Adjustment</td>
<td>$5,822,003</td>
</tr>
<tr>
<td>Disaster Supplemental 2018 and 2019</td>
<td>$25,773,388</td>
</tr>
<tr>
<td>CARES Act</td>
<td>$55,334,617</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$90,041,542</strong></td>
</tr>
</tbody>
</table>

PRESENTERS

Kim Dolbow Vann
California State Director
USDA Rural Development

Heather Luzzi
District Director
U.S. Small Business Administration, Sacramento District Office
WILDFIRE EIDL VS COVID EIDL

• Different applications. Use traditional application for wildfire app
  • Not a streamlined process – will need supporting documents
  • May need different collateral
• More limited geography – must be located in primary or contiguous county
• Farming businesses are not eligible
  • Farming operations should look to USDA programs
• Interest rates are different
  • Can include retaliator

TRADITIONAL DISASTER VS COVID DISASTER

• FEMA is participating in this disaster and offers grants to individuals
  • [https://disasterassistance.gov/](https://disasterassistance.gov/)
• Physical (home and business) loans available
  • Tighter deadline of Oct 21, 2020
  • Physical loans for uninsured losses
  • Don’t wait for insurance proceeds before applying
• Must be located in designated county to be eligible for assistance
  • Credit elsewhere criteria applies

SBA’S ROLE IN DISASTER RECOVERY

• SBA disaster loans are the primary source of federal assistance to help private property owners pay for disaster losses not covered by insurance or other recoveries.
• SBA offers low-interest federal loans to businesses of all sizes, private nonprofit organizations, homeowners and renters.

SBA’S DISASTER LOAN PROGRAM

• SBA’s disaster loans are available for physical damages from a declared disaster to more than just small businesses.
• SBA disaster loans are available to:
  • Nonfarm businesses of all sizes
  • Homeowners
  • Renters
  • Private, non-profit organizations.

SBA’S DISASTER LOAN PROGRAM

• SBA’s Economic Injury Disaster Loans (EIDLs) are available to small nonfarm businesses, small agricultural cooperatives, small businesses engaged in aquaculture and most private, nonprofit organizations (PNPs).
• Help meet working capital needs caused by the disaster, even if the business did not have physical damage.

SBA DISASTER LOAN LIMITS

<table>
<thead>
<tr>
<th>Types of Loans</th>
<th>Borrowers</th>
<th>Purpose</th>
<th>Max. Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business loans</td>
<td>Businesses, nonprofit organizations</td>
<td>Repair of uninsured real estate, working capital, etc.</td>
<td>$2 million*</td>
</tr>
<tr>
<td>Economic Injury</td>
<td>Small businesses and agricultural cooperatives</td>
<td>Working capital loans</td>
<td>$2 million*</td>
</tr>
<tr>
<td>Homeowners</td>
<td>Homeowners</td>
<td>Repair or replace personal property</td>
<td>$50,000</td>
</tr>
<tr>
<td>Homeowners and renters</td>
<td>Homeowners and renters</td>
<td>Repair or replace personal property</td>
<td>$50,000</td>
</tr>
<tr>
<td>Mitigation</td>
<td>Businesses, private nonprofit organizations</td>
<td>Mitigate/prevent future losses of the same type</td>
<td>20% of verified physical damage, minimum of $50,000 and up to $250,000</td>
</tr>
</tbody>
</table>

*The maximum business loan is $2 million, unless the business qualifies as a Major Source of Employment (MSE).
### CURRENT INTEREST RATES
Interest Rates effective for disasters occurring on or after July 31, 2020.

<table>
<thead>
<tr>
<th>No Credit Available Elsewhere</th>
<th>Home</th>
<th>Business</th>
<th>EIDL</th>
<th>Nonprofit</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1.188%</td>
<td>3.000%</td>
<td>3.000%</td>
<td>2.750%</td>
</tr>
<tr>
<td>Credit Available Elsewhere</td>
<td>2.375%</td>
<td>6.000%</td>
<td>N/A</td>
<td>2.750%</td>
</tr>
</tbody>
</table>

* Most SBA disaster loans are at the lower interest rates.

Credit available elsewhere means that the disaster victim can provide for their own recovery through private sector borrowing on reasonable rates and terms without causing financial hardship, as determined by SBA.

### APPLY ONLINE AT THE SBA DISASTER LOAN ASSISTANCE PORTAL (DLAP)
https://disasterloan.sba.gov/ela

### SBA OFFICE OF DISASTER ASSISTANCE CONTACTS FOR THE PUBLIC
For More information about SBA disaster assistance programs, go to: www.sba.gov/disaster
Or contact SBA's Customer Service Center by phone at: 1-800-659-2955 / 1-800-877-8339 (TTY)
Or by email at: FOCAWAssistance@sba.gov

### PRESENTERS
Eric Byous
Brownfields Project Manager
U.S. Environmental Protection Agency

### US EPA BROWNFIELDS FUNDING OPPORTUNITIES AND TECHNICAL ASSISTANCE

Eric Byous
U.S. EPA Region 9
byous.eric@epa.gov
415.972.3531

### HOW TO UTILIZE BROWNFIELDS FUNDING...
- Site Discovery
- Assessment
- Planning
- Cleanup
- Revitalization
BROWNFIELDS FUNDING & ASSISTANCE OPPORTUNITIES

State & Tribal Response Program
Assessment Grants
RFS Grantees
State & Tribal Brownfields Assessments
Targeted Brownfields Assessments
Job Training Grants
Multi-Purpose Grants
Assistance Initiatives
Remediating Brownfields
Assessment Grants

HELP PREPARE BLIGHTED PROPERTIES FOR REDEVELOPMENT

Pre-Cleanup
Post-Cleanup

AFFORDABLE HOUSING

TRANSPORTATION-RELATED CONSTRUCTION

RENEWABLE ENERGY
RURAL AND TRIBAL HEALTH
COMMUNITY PARKS AND OPEN SPACE

BROWNFIELDS FUNDING SCHEDULE

**Competitive Grants**
RFP released annually; this year’s proposals due Oct 28
https://www.epa.gov/brownfields/solicitations-brownfield-grants

**Non-Competitive**
Targeted Brownfields Assessments (TBAs)
Rolling applications; currently accepting applications

PRESENTERS
Chris Dombrowski
Acting Director
CA Governor’s Office of Business & Economic Development

PRESENTERS
Lynn von Koch-Liebert
Deputy Secretary
CA Business, Consumer Services and Housing Agency

UPDATES FROM THE CALIFORNIA BUSINESS, CONSUMER SERVICES & HOUSING AGENCY

Lynn von Koch-Liebert, Deputy Secretary Housing & Consumer Services
Campaign Resources

- Equip California businesses with the tools they need to get back to business faster in the face of any disaster
- Resiliency Toolkit
- Resilient Business Challenge
- Sustainability Trainings
- Resilient Business Challenge Previews
- Free, on-demand, online

New State Eviction Protections Training for Community Partners

September 2020

INVESTING IN ECONOMIC DEVELOPMENT

Why Communities Invest in Economic Development