

EL DORADO COUNTY ECONOMIC DEVELOPMENT

November 1, 2011

Outside Partners

Center for Economic Development (CED)

Educates and builds the knowledge and capacity of California economic development professionals by facilitating sustained, long-term, and coordinated economic development strategies.

Community Economic Development of Pollock Pines (CEDAPP)

Provides services to help businesses in Pollock Pines succeed.

Golden Sierra Workforce Investment Board

Offers regional workforce development leadership and supportive services to businesses.

Housing and Community Development (HCD)

State agency which administers the Community Development Block Grant (CDBG).

Sacramento Metro Pulse

Brings together economic development agencies and companies throughout the region.

Sacramento Area Commerce and Trade Organization (SACTO)

Serves as the economic development organization for the Sacramento region.

Small Business Association (SBA)

Provides financing, information, and services to small businesses

Sierra Economic Development Corp (SEDCorp)

Offers financing, training, counseling, and other services to small businesses in the region.

The Federal Technology Center

Assists small businesses compete for government contracts.

Local Chambers of Commerce

- Coloma/Lotus Chamber of Commerce
 - Divide Chamber of Commerce
- El Dorado County Chamber of Commerce
 - El Dorado Hills Chamber of Commerce
- Lake Tahoe South Shore Chamber of Commerce
 - Pollock Pines Chamber of Commerce
- Shingle Springs/Cameron Park Chamber of Commerce



List is not inclusive

County Partners



Resources

- Buxton Customer Analytics
- California Labor and Workforce Development Agency
- Center for Economic Development, CSU Chico
- Center for Strategic Economic Research
- Employment Development Department
- Franchise Tax Board
- Golden Sierra Workforce Investment Board
- Governor's Office of Economic Development
- Metro Pulse
- Sacramento Metro Chamber
- Sacramento Regional Research Institute (SRRI)
- SCORE
- Small Business Administration
- Sierra Economic Development Corporation (SEDCorp)
- The Federal Technology Center



Direct Services to Businesses



- Assist with a variety of County processes.
- Meet with businesses individually to discuss retention/expansion options.
- Provide data and resource information.
- Organize training workshops on pertinent topics.
- Award business loans.
- Provide information to employees facing layoffs regarding unemployment insurance and job seeking tips.
- Work closely with partners to ensure appropriate services are provided.

Other Services

- Recruit businesses to El Dorado County.
- Disseminate information to businesses.
- Work with the Economic Development Advisory Committee.
- Author various documents regarding our economic climate.
- Make recommendations to the Board of Supervisors regarding the economic development in El Dorado County.
- Assist with the request for proposal (RFP) process in the dissemination of County promotional funds.
- Work closely with the chambers of commerce, the Economic Development Advisory Committee, and other organizations on business attraction, development, and expansion in El Dorado County.



Examples

- Assisted solar design/manufacturing company with relocation to El Dorado Hills.
- Vending machine company was successful in contracting with the government after receiving information/training.
- Created over 100 jobs through subsidized income programs and on-the-job training.



Economic Development Loan Programs



- Business Assistance Loan Program
- Business Façade Improvement
- Microenterprise Assistance
- Housing Rehabilitation Loan Program
- First Time Homebuyer Loan Program

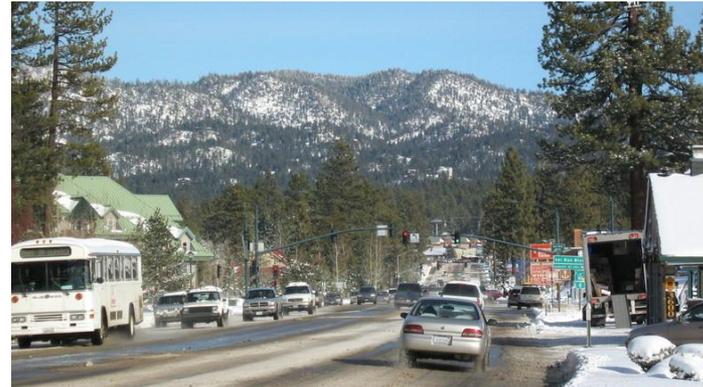
Loan Highlights

- Since 1998 –
 - Technical assistance has been provided to 65 recipients.
 - \$595,000 in loans has been awarded.
 - 18 jobs have been created.



Economic Development Advisory Committee

- Created in 2006
- Advise the Board of Supervisors and staff on matters relating to business development and economic development
- Current issues
 - Regulatory Reform
 - Business Attraction and Incentives
 - Strategy/Vision
 - Rural Commerce
 - Expanding voting membership to include CEOs of chambers of commerce



Funding History

Fiscal Year	2004-05	2005-06	2006-07	2007-08	2008-09	2009-10	2010-11	Budget 2011-12
Total TOT	1,308,591	1,439,540	1,871,279	1,822,029	1,799,620	1,731,032	1,812,585	1,812,585
Treasurer - Tax Collector	105,300	137,000	157,750	182,186	179,838	173,103	181,259	181,259
Promotions / Econ Dev.	348,806	643,086	886,022	760,560	795,873	924,658	682,617	1,288,382
General Fund Discretionary	756,818	536,909	694,481	748,486	642,493	477,780	665,549	342,944
Carry-forward to next FY	97,667	122,545	133,026	130,797	181,416	155,491	283,160	0
	1,308,591	1,439,540	1,871,279	1,822,029	1,799,620	1,731,032	1,812,585	1,812,585
Promotions	241,107	438,604	752,607	588,474	621,146	866,335	598,081	1,115,136
Economic Development	107,699	204,482	133,415	172,086	174,727	58,323	84,536	173,246
Sub-total	348,806	643,086	886,022	760,560	795,873	924,658	682,617	1,288,382
Treasurer - Tax Collector	8.05%	9.52%	8.43%	10.00%	9.99%	10.00%	10.00%	10.00%
Promo/ED/Carry Forward	34.12%	53.19%	54.46%	48.92%	54.31%	62.40%	53.28%	71.08%
General Fund Discretionary	57.83%	37.30%	37.11%	41.08%	35.70%	27.60%	36.72%	18.92%
	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

Promotional Funding Awards

	2004/05	2005/06	2006/07	2007/08	2008/09	2009/10	2010/11	2011/12
El Dorado Arts Council	\$60,000	\$89,200	\$97,850	\$122,130	\$125,000	\$108,750	\$99,450	\$114,917
El Dorado County Chamber of Commerce - Film	\$100,000	\$101,650	\$107,150	\$111,270	\$96,200	\$113,601	\$104,140	\$118,003
El Dorado County Chamber of Commerce - Tourism Council	\$172,333	\$227,150	\$170,000	\$190,440	\$221,265	\$202,973	\$166,220	\$192,071
El Dorado Hills Chamber of Commerce	\$37,667		\$40,000	\$36,750	\$39,300	\$84,405	\$92,420	\$106,793
Lake Tahoe South Shore Chamber of Commerce				\$42,500	\$90,000	\$90,272	\$92,770	

Current Projects

- Assist El Dorado County Winery Association with process to install signs on County Roads and CalTrans intersections
- Working with Land Use Departments as liaison with businesses to assist with permits and coordination with all County agencies.
- Providing staff to Economic Development Advisory Committee including subcommittees
- Liaison with Land Use Departments on Economic Development Advisory Committee Regulatory Reform Group

Next Steps?

- Promote the County's resources including Parks, River, and Rubicon Trail
- Explore incentive programs to assist with business retention/attraction with EDAC subcommittee and partners
- Remove barriers within processes to obtain entitlements and permits – EDAC Regulatory Reform
- Promote County businesses through Promotion funding
- Improve communication with partners and County agencies
- Return with EDAC updates regarding subcommittees and Strategic Plan/Vision for County economic development