



# COUNTY OF EL DORADO, CALIFORNIA

## BOARD OF SUPERVISORS POLICY

Subject:  STARTUP AND ENTREPRENEUR TECHNICAL ASSISTANCE PROGRAM	Policy Number:  J-9	Page Number:  1 of 4
	Originally Adopted N/A	Last Revised Date: N/A

### I. BACKGROUND

The Board of Supervisors adopted a Countywide Strategic Plan in 2016 with the following Mission: *El Dorado County government shall provide efficient, courteous, and effective services and infrastructure for safety, protection, and well-being of our residents, businesses and visitors.*

The Strategic Plan includes five Goals: Good Governance; Healthy Communities; Infrastructure; Public Safety; and Economic Development. The definition of the Economic Development Goal is to *Enable a Prosperous and Vibrant Economy*. Effective Economic Development provides the foundation for the success of all elements within the Plan.

The Economic Development Element of the County General Plan, adopted by the Board of Supervisors on July 19, 2004, includes policies to encourage economic development, including the development of incentives, as specified in Objective 10.1.5.

In support of the General Plan, on April 19, 2016, the Board adopted Policy J-7 – Economic Development Incentives. Section 2(B)(3) of Policy J-7 refers to the Deferral/Reduction of Permit or Impact Fees.

### II. PURPOSE

The purpose of this Policy is to:

- A. Provide funding for the technical assistance to El Dorado County Startups and Entrepreneurs applying to enroll in regional or local accelerator/incubator programs.
  - a **Incubator:** *A program that supports early-stage startup companies convert their ideas into a business model and eventually into a working business. Incubators traditionally don't provide funding to the startups.*
  - b **Accelerator:** *An organization that helps develop startups by providing structured guidance, mentorship, access to investors and other support. Accelerators help young startups and businesses scale their growth while testing and validating product market fit.*
- B. Identify local startups and entrepreneurs in the sectors of innovation, intellectual property (IP) technology, technology-enabled high-growth businesses, or similar sectors.



# COUNTY OF EL DORADO, CALIFORNIA

## BOARD OF SUPERVISORS POLICY

Subject:  <b>STARTUP AND ENTREPRENEUR TECHNICAL ASSISTANCE PROGRAM</b>	<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 60%;">Policy Number:</td> <td style="width: 40%;">Page Number:</td> </tr> <tr> <td style="text-align: center;">J-9</td> <td style="text-align: right;">2 of 4</td> </tr> <tr> <td>Originally Adopted</td> <td>Last Revised Date:</td> </tr> <tr> <td style="text-align: center;">N/A</td> <td style="text-align: right;">N/A</td> </tr> </table>	Policy Number:	Page Number:	J-9	2 of 4	Originally Adopted	Last Revised Date:	N/A	N/A
Policy Number:	Page Number:								
J-9	2 of 4								
Originally Adopted	Last Revised Date:								
N/A	N/A								

- C. Establish a formalized procedure and transparent review of technical assistance applications and determine, with the help of regional partners, the viability of the business.
- D. Ensure any and all incentives offered to businesses in El Dorado County benefit the goals of the County.

### III. POLICY

- A. It is to the benefit of the County to incentivize business development. Localized business development offers prosperity to our citizens through the creation of new jobs; reduced commute times; improved quality of life; and assured tax base to provide service needs for existing and future residents of the County.

- B. Targeted Business Sectors

The primary focus for technical assistance incentives will be on business sectors that generate high economic impact through job creation, high wage offerings, large capital investments, high export value, or that provide a variety of employment opportunities for County residents, with priority given to existing businesses seeking to expand and remain in the County.

Examples of these sectors include, but are not limited to:

1. Advanced Manufacturing & Technology
2. Research & Development
3. Alternative Energy / Green Technology
4. Health & Wellness
5. High-Value Startups and Entrepreneurs (Innovative/Intellectual Property [IP] driven technical businesses)

### IV. PROCEDURE

1. An application to request technical assistance incentives shall be submitted by the business to the Planning and Building Department, Economic Development Division, to initiate the review process.



# COUNTY OF EL DORADO, CALIFORNIA

## BOARD OF SUPERVISORS POLICY

Subject:  <b>STARTUP AND ENTREPRENEUR TECHNICAL ASSISTANCE PROGRAM</b>	<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 60%;">Policy Number:</td> <td style="width: 40%;">Page Number:</td> </tr> <tr> <td style="text-align: center;">J-9</td> <td style="text-align: right;">3 of 4</td> </tr> <tr> <td>Originally Adopted</td> <td>Last Revised Date:</td> </tr> <tr> <td style="text-align: center;">N/A</td> <td style="text-align: right;">N/A</td> </tr> </table>	Policy Number:	Page Number:	J-9	3 of 4	Originally Adopted	Last Revised Date:	N/A	N/A
Policy Number:	Page Number:								
J-9	3 of 4								
Originally Adopted	Last Revised Date:								
N/A	N/A								

2. The Economic and Business Relations Manager may, at his/her discretion, consult with appropriate Department Heads, including but not limited to, the Chief Administrative Officer, Auditor-Controller, Planning and Building Department Director, County Counsel, and Economic Development Division staff, or designees, on a project-by-project basis to review submitted applications and assess the award of incentives.
3. The Economic and Business Relations Manager reserves the right to request supplemental analysis and documentation from the developer/business, as determined necessary, to make a decision on the appropriateness and/or amount of the incentive award.
4. The Economic and Business Relations Manager will submit his/her recommendation to the Chief Administrative Officer for review and concurrence.
5. The Chief Administrative Officer must make a finding that the project will provide a significant community benefit by providing prosperity to the County through the creation of local jobs and/or tax base, including a statement of value or projected return on investment, from the recipient of the incentive.
6. Upon approval by the Chief Administrative Officer, the Economic Development Division will submit a recommendation to the Board of Supervisors for consideration.
7. The Board of Supervisors will be the deciding authority of awarding funds upon review of the application and presentation to the Board regarding the business and potential impacts to the County.
8. Upon the business' acceptance into the incubator or accelerator program/cohort and following the Board's approval of the technical assistance incentive, the Chief Administrative Officer and the recipient shall execute an agreement setting forth the terms and conditions of the award.
9. Issuance of funds from the County to the recipient shall occur following the execution of the agreement.

### V. REFERENCES

Countywide Strategic Plan (2016); County General Plan (2004) – Economic Development Element Objective 10.1.5; Board Policies B-3, B-14, J-2, and J-7.



# COUNTY OF EL DORADO, CALIFORNIA

## BOARD OF SUPERVISORS POLICY

Subject:  STARTUP AND ENTREPRENEUR TECHNICAL ASSISTANCE PROGRAM	Policy Number:  J-9	Page Number:  4 of 4
	Originally Adopted N/A	Last Revised Date: N/A

**VI. RESPONSIBLE DEPARTMENT**

Planning and Building  
 Chief Administrative Office  
 Auditor-Controller  
 County Counsel  
 Assessor

**VI. DATES ISSUED, REVISED AND REVIEW DATES:**

<b>Originally Adopted:</b>	N/A		
<b>Last Revision Date:</b>	N/A	<b>Next Review Date:</b>	N/A