A Guide to Small Business Funding Opportunities and Incentives

How to Navigate the Funding Process

U.S. REPRESENTATIVE TONY CÁRDENAS

California's 29th Congressional District

January 1, 2014

Table of Contents

Introduction **4**

Congressman Cárdenas Services for Small Businesses **5**

Letters of Support from Congressman Cardenas 5

Grant Guide Order Form 6

Casework 7

Small Business Resources 8

Federal Support **9**

Small Business Loans 9

1) 7(a) Loan Program 9
2) CDC/504 Loan 10
3) Disaster Loan 10
4) Export Express Loans 11
5) Export Transaction Financing 11
6) International Trade Loans 12
7) Military Reservists Loan 12
8) Patriot Express & Pilot Programs 13
9) Microloans 13

Technical Support and Development Programs 15

1) Los Angeles BusinessSource Centers 15
2) Small Business Development Centers (SBDCS) 16
3) Women's Business Centers 16
4) Department of Defense Procurement Technical Assistance Program (PTAP) 16
5) Service Corps of Retired Executives (SCORE) 17

Capital Access Programs 18

1) Small Business Administration Programs 18

Tax Incentives 20

1) Alternative Minimum Tax Exemption 20
2) Amortization of Business Start-Up Costs 21
3) Net Operating Losses 21
4) Partial Exclusion of Capital Gains on Certain Small Business Stock 21
5) Losses on Small Business Investment Company Stock Treated as Ordinary Losses without Limitation 22

6) Rollover of Gains into Specialized Small Business Stock 22
7) Uniform Capitalization of Inventory Costs 23
8) Simplified Dollar-Value LIFO Accounting Method for Small Firms 23
9) Tax Credit for Pension Plan Star-Up Costs of Small Firms 23
10) Tax Credit for Cost of Making a Business More Accessible to the Disabled 24
Grant Programs 25
Small Business Administration 25
1) Small Business Innovation Research Awards (SBIR) 25
2) Small Business Technology Transfer (STTR) Awards 26
United States Department of Transportation 27
1) Procurement Assistance Division 27
Local Funding Opportunities 30
California Small Business Loans 30
1) California Industrial Development Financing Advisory Commission (CIDFAC) Programs 30
2) Industrial Development Revenue Bond (IDB) Program 31
3) Recycling Market Development Zone (RMDZ) Revolving Loan Program 32
4) Replacement of Underground Storage Tank (RUST) Program 33
5) California Capital Access Program (CalCAP) 34
6) Small Business Loan Guarantee Program 34
7) Small Business Pollution Control Tax-Exempt Bond Financing Program 35
California Technical Support and Development Programs for Small Business 37
1) California Get Your Business Online 37
2) Business Matchmaking 37
3) Service Core of Retired Executives Los Angeles (SCORE LA) 38
4) Disabled Veteran Business Enterprise (DVBE) and Small Business (SB) Certification Programs 38
5) Disadvantaged Business Programs 39
California Small Business Tax Incentives 41
1) Enterprise Zone Program 41
2) Local Agency Military Base Recovery Area (LAMBRA) 45
3) California Competes Tax Credit 46
4) Gas Tax Refund Program 46
5) Other Tax Incentives 47

California Small Business Grants 48

1) Innovative Clean Air Technologies (ICAT) Program 48
2) Electric Program Investment Charge (EPIC) 48
3) The Buy California Initiative 49
4) Tire Grant Program 50
5) Underground Storage Tank Clean-up Fund – RUST Grants 51

Introduction

Dear Fellow San Fernando Valley Resident,

One of the most important things my office can do is assist businesses in California's 29th Congressional District. We provide information about the various federal agencies that assist small business and entrepreneurial development, business regulations, financing, government contracting, minority-owned business programs, strategic assistance, export assistance and overseas investment opportunities. Our office also can provide information on how to sell to the federal government, and we will work on your behalf to request timely action on your proposals to the government, or to ensure that they receive full consideration. Please contact us at (818) 504-0090 to request additional information.

As a former small business owner, former Los Angeles City Council member, former member of the State Assembly, member of the United States House of Representatives Committee on the Budget, and Chair of the Congressional Hispanic Caucus Task Force on Financial Services, Manufacturing and Commerce, I have seen the impact in neighborhoods throughout my district when a small, local business opens or closes. Their supply chain is local, their employees have a vested interest in their success and their customers treasure the connection a hometown business brings. I know I echo the view of the entire U.S. House of Representatives when I applaud these small businesses, the risks that they have taken and the successes they have had.

I am committed to helping individuals, groups and businesses in the San Fernando Valley to apply for funding that can help accomplish important goals for community growth. This guide book can serve as a great resource for the myriad information online about how to secure a grant for your small business. Before you start, please be aware that most federal funding goes to state and local governments, and organizations providing community service, not individuals.

In addition to this guidebook, my Congressional website (http://www.cardenas.house.gov) is continually updated with critical information about various funding opportunities that are available to you, how to access them, and where to apply. You can also request hard copies of this guidebook, and other thematic funding guidebooks, by filling out the order form at the end of this guidebook and mailing it back to my district office in Arleta or by emailing an electronic copy to CA29grants@mail.house.gov. Furthermore, if you need assistance from a federal agency, please refer to the casework form at the end of this document or visit https://cardenas.house.gov/services/help-with-a-federal-agency. As you move forward with any grant opportunities, please contact Jacqueline Eufrausino, my Small Business Grants Director, for letters of support, when applicable. You can reach her in my Washington, D.C. Office at CA29grants@mail.house.gov, or (202) 225-6131.

Sincerely,

Tony Cárdenas

TONY CÁRDENAS
U.S. House of Representatives

Congressman Cárdenas Services for Small Businesses

Letters of Support from Congressman Cárdenas

While Congressman Cárdenas does NOT decide which organizations are awarded grants or other federal funding, there are instances in which it is appropriate for the Congressman to write a letter of support for an application. If you wish to request a letter of support for your application, you must supply Congressman Cárdenas with the following:

1. A description of your organization,
2. A summary of the application,
3. A description of what the money will be used for, and
4. A draft letter of support

Please forward this information by email to CA29grants@mail.house.gov or by mail to either our district office or our office located in Washington, DC:

Washington, DC Office
1508 Longworth House Office Building
Washington, DC 20515
Phone: 202-225-6131
Fax: 202-225-0819

District Office
9300 Laurel Canyon Blvd.
Second Floor
Arleta, CA 91331
Phone: (818) 504-0090
Fax: (818) 504-0280

Grant Guide Order Form

If you would like to order additional grant guides from our office, please indicate what guides you would like to have and complete the below address information. If you have any questions, please contact us at:

Address:

9300 Laurel Canyon Blvd.
Second Floor
Arleta, CA 91331
Phone: (818) 504-0090
Fax: (818) 504-0280

Guide:

- ☐ Brownfields and Superfund Cleanup Funding Opportunities
- ☐ Minority and Women-owned Businesses Funding Opportunities
- ☐ Energy Efficiency and Weatherization Funding Opportunities
- ☐ Fire and Emergency Services Grant Funding Opportunities
- ☐ Juvenile Justice Funding Opportunities
- ☐ Water and Waste Water Funding Opportunities
- ☐ Faith Based and Community Funding Initiatives
- ☐ Veteran Guide to Benefits and Opportunities
- ☐ Obesity Prevention and Access to Nutritious Foods
- ☐ Disaster Relief Funding Assistance
- ☐ Small Business Funding Opportunities

Name:_____

Title:_____

Organization:_____

Address:_____

City, State, ZIP:_____

Casework

If you have encountered a problem involving a federal government agency or federally subsidized benefit that you have not been able to successfully resolve, Congressman Cárdenas' staff of constituent liaisons may be able to assist you in the following areas:

Employment Issues: including assistance with disability benefits, employer-provided health care plans and COBRA, Family Medical Leave Act (FMLA) benefits, pensions, unemployment benefits, Federal and State Workers Compensation claims and retirement-related issues.

Consumer Affairs: including assistance obtaining a home loan modification under the Making Home Affordable Program, insurance claims, dissatisfaction with consumer products or services, environmental regulations and concerns regarding air quality, water or land contamination.

Immigration Issues: including issues with visitor visas, family and employment based visas, lawful permanent resident status, naturalization, international adoptions, detention, passports, customs and border issues and assistance to American Citizens in crisis abroad.

Veteran Issues: including issues with VA pension and disability benefits, education benefits, veteran burial or funeral issues and issues regarding the VA medical centers.

IRS Issues: including connecting constituents with the Taxpayer Advocate Service to address federal tax issues including lost or delayed tax refunds, penalty abatements, payment installation plans, tax credits, referrals to IRS Low Income Tax Clinics and paper tax forms.

Military Issues: including issues pertaining to the Department of Defense, Army, Navy, Marine Corps, Air Force, Coast Guard, Reserves and California National Guard, as well as obtaining military records, medals and academy nominations.

Health Care Issues: including issues with Medicare and Medicaid, health insurance, insurance providers, nursing homes, hospitals, and prescription drugs.

Social Security: including issues with Supplemental Security Income, Social Security Disability, survivors' benefits, and retirement benefits.

Social Services: including issues with food stamps, HEAP (low-income heating program), FEMA and disaster relief, and issues related to federally subsidized housing.

Please visit the "Services" section of www.cardenas.house.gov or call (202) 225-6131 for further information. Please note that if you are seeking assistance with a case that involves a lawsuit or litigation, House Rules prohibit the Office of Congressman Cárdenas from giving legal advice or intervening in the proceeding.

Small Business Resources

1. For Small Business resources specific to California, including information on starting or expanding business, please visit: http://business.ca.gov/Programs/SmallBusiness.aspx

2. For more information on federal small business loans, please visit: http://www.sba.gov/category/navigation-structure/loans-grants/small-business-loans/sba-loan-programs

3. For veterans looking for business assistance, please visit the Veterans Business Outreach Center at: http://www.vboc.org

Federal Support

Small Business Loans

1) 7(a) Loan Program

- The 7(a) Loan Program is SBA's primary program to help start-up and existing small businesses obtain financing when they might not be eligible for business loans through normal lending channels. The name comes from section 7(a) of the Small Business Act, which authorizes SBA to provide business loans to American small businesses. SBA itself does not make loans, but rather guarantees a portion of loans made and administered by commercial lending institutions.

Additional Information:

- 7(a) loans are the most basic and most commonly used type of loans. They are also the most flexible, since financing can be guaranteed for a variety of general business proposals, including working capital, machinery and equipment, furniture and fixtures, land and building (including purchase, renovation and new construction), leasehold improvements, and debt refinancing (under special conditions).
- All 7(a) loans are provided by lenders who are called participants because they participate with SBA in the 7(a) program. Not all lenders choose to participate, but most American banks do. There are also some non-bank lenders who participate with SBA in the 7(a) program, which expands the availability of lenders making loans under SBA guidelines.

Eligibility:

- The eligibility requirements are designed to be as broad as possible in order for this lending program to accommodate the most diverse variety of small business financing needs. All businesses that are considered for financing under SBA's 7(a) loan program must: meet SBA size standards, be for-profit, not already have the internal resources (business or personal) to provide the financing and be able to demonstrate repayment.
- Eligibility factors for all 7(a) loans include: size, type of business, use of proceeds and the availability of funds from other sources.

Contact Information:

- For more information, please visit: http://www.sba.gov/category/navigation-structure/loans-grants/small-business-loans/sba-loan-programs/7a-loan-program

2) CDC/504 Loan

- The CDC/504 Loan program is a long-term financing tool for economic development within a community. The 504 Program provides growing businesses with long-term, fixed-rate financing for major fixed assets, such as land and buildings. A Certified Development Company is a nonprofit corporation set up to contribute to the economic development of its community. CDCs work with the SBA and private-sector lenders to provide financing to small businesses. There are about 270 CDCs nationwide, with each covering a specific geographic area.

Additional Information:

- Proceeds from 504 loans must be used for fixed asset projects such as: purchasing land and improvements, including existing buildings, grading, street improvements, utilities, parking lots and landscaping; construction of new facilities, or modernizing, renovating or converting existing facilities; or purchasing long-term machinery and equipment. The 504 Program cannot be used for working capital or inventory, consolidating or repaying debt, or refinancing.
- Interest rates on 504 loans are pegged to an increment above the current market rate for five-year and 10-year U.S. Treasury issues. Maturities of 10 and 20 years are available. Fees total approximately three (3) percent of the debenture and may be financed with the loan.

Eligibility:

- To be eligible, the business must be operated for profit and fall within the size standards set by the SBA. Under the 504 Program, the business qualifies as small if it does not have a tangible net worth in excess of $7.5 million and does not have an average net income in excess of $2.5 million after taxes for the preceding two years. Loans cannot be made to businesses engaged in speculation or investment in rental real estate.

Contact Information:

- For more information, please visit: http://www.sba.gov/content/cdc504-loan-program
- Telephone: (800) 827-5722

3) Disaster Loan

- If you are in a declared disaster area and are the victim of a disaster, you may be eligible for financial assistance from the U.S. Small Business Administration - even if you don't own a business. As a homeowner, renter and/or personal-property owner, you may apply to the SBA for a loan to help you recover from a disaster.

Additional Information:

- Personal Property Loan: This loan can provide a homeowner or renter with up to $40,000 to help repair or replace personal property, such as clothing, furniture, automobiles, etc., lost in the disaster. As a rule of thumb, personal property is anything that is not considered real estate or a part of the actual structure. This loan may not be used to replace extraordinarily expensive or irreplaceable items, such as antiques, collections, pleasure boats, recreational vehicles, fur coats, etc.
- Real Property Loan: A homeowner may apply for a loan of up to $200,000 to repair or restore their primary home to its pre-disaster condition. The loan may not be used to upgrade the home or make additions to it. If, however, city or county building codes require structural improvements, the loan may be used to meet these requirements. Loans may be increased by as much as 20 percent to protect the damaged real property from possible future disasters of the same kind.

Contact Information:

- For more information please visit: http://www.sba.gov/category/navigation-structure/loans-grants/small-business-loans/disaster-loans
- Telephone: (800) 827-5722

4) Export Express Loans

- The SBA Export Express program provides exporters and lenders a streamlined method to obtain SBA backed financing for loans and lines of credit up to $250,000. Lenders use their own credit decision process and loan documentation; exporters get access to their funds faster. The SBA provides an expedited eligibility review and provides a response in less than 24 hours.

Additional Information:

- SBA Export Express loans are available to businesses that meet the normal requirements for an SBA business loan guaranty. Financing is available for manufacturers, wholesalers, export trading companies and service exporters. Loan applicants must demonstrate that the loan proceeds will enable them to enter a new export market or expand an existing export market. Applicants must have been in business, though not necessarily in exporting, for at least 12 months.
- The SBA does not establish or subsidize interest rates on loans. Interest rates are negotiated between the borrower and the lender, but may never exceed SBA interest rate caps. Rates can either be fixed or variable, and are tied to the prime rate as published in The Wall Street Journal.

Contact Information:

- Los Angeles (Territory: Southern California, Arizona)
  Pellson Lau
  Regional Manager, Export Solutions Group
  Office of International Trade, SBA

  U.S. Export Assistance Center
  444 South Flower Street, 37th Floor
  Los Angeles, CA 90071
  Tel: 213-894-8267
  Fax: 202-481-1525
  Email: pellson.lau@sba.gov

- More Information: http://www.sba.gov/content/export-loan-programs

5) Export Transaction Financing

- SBA's Export Working Capital Program (EWCP) loans are targeted for businesses that are able to generate export sales and need additional working capital to support these sales. SBA's aim for the EWCP program is to ensure that qualified small business exporters do not lose viable export sales due to a lack of working capital.

Additional Information:

- Application is made directly to lenders. Interested businesses are encouraged to contact the SBA staff at a U.S. Export Assistance Center (USEAC) to discuss whether they are eligible for the EWCP program and whether it is the appropriate tool to meet their export financing needs. The participating lenders review / approve the applications and submit the request to the SBA staff at the USEAC location servicing the exporters' geographical territory.

- The maximum EWCP line of credit/loan amount is $2 million. Participating banks receive a 90% SBA guaranty provided that the total SBA guaranteed portion to the borrower does not exceed $1.5 million. In those instances where the SBA guaranteed portion reaches the $1.5 million cap, banks can still get a 90% guaranty thanks to a co-guaranty program between SBA and the Export-Import Bank of the United States (EXIM).
- The SBA does not establish or subsidize interest rates on loans. The interest rate can be fixed or variable and is negotiated between the borrower and the participant lender.

Contact Information:

- Phone: (800) 827-5722
- Email: answerdesk@sba.gov

6) International Trade Loans

- The SBA International Trade Loan program is a term loan designed for businesses that plan to start/continue exporting or those that that have been adversely affected by competition from imports. The proceeds of the Loan must enable the borrower to be in a better position to compete.

Additional Information:

- **Eligible Businesses**
  Small businesses that are in a position to expand existing export markets/develop new export markets or small businesses that have been adversely affected by international trade and can demonstrate that the Loan proceeds will improve their competitive position are eligible for International Trade Loans
- **Loan Amount**
  The maximum gross amount ($2 million) and SBA-guaranteed amount ($1.5 million) for an International Trade Loan is the same as a regular 7(a) loan. However, there is an exception to the maximum SBA 7(a) guaranty amount to one borrower. When there is an International Trade loan and a separate working capital loan, the maximum SBA guaranty on the combined loans can be up to $1.75 million as long as the SBA guaranty on the working capital loan does not exceed $1,250,000.
- **Interest Rate**
  The SBA does not establish or subsidize interest rates on loans. Interest rates are negotiated between the borrower and the lender, subject to SBA caps. Rates can either be fixed or variable, and are tied to the prime rate as published in The Wall Street Journal. For loans greater than $50,000 and maturity in excess of 7 years, lenders may charge up to 2.75 percent over prime rate.

Contact Information:

- For more information, please visit: http://www.sba.gov/content/international-trade-loan-fact-sheet-small-businesses
- Phone: (800) 827-5722

7) Military Reservists Loan

- The purpose of the Military Reservist Economic Injury Disaster Loan program (MREIDL) is to provide funds to an eligible small business to meet its ordinary and necessary operating expenses that it could have met, but is unable to meet, because an essential employee was "called-up" to active duty in their role as a military reservist.
- These loans are intended only to provide the amount of working capital needed by a small business to pay its necessary obligations as they mature until operations return to normal after the essential employee is released from active military duty. The purpose of these loans is not to cover lost income or lost profits. MREIDL funds cannot be used to take the place of regular commercial debt, to refinance long-term debt or to expand the business.

- Federal law requires SBA to determine whether credit in an amount needed to accomplish full recovery is available from non-government sources without creating an undue financial hardship to the applicant. The law calls this credit available elsewhere. Generally, SBA determines that over 90% of disaster loan applicants do not have sufficient financial resources to recover without the assistance of the Federal government. Because the Military Reservist economic injury loans are taxpayer subsidized, Congress intended that applicants with the financial capacity to fund their own recovery should do so and therefore are not eligible for MREIDL assistance.

Additional Information:

- The law authorizes loan terms up to a maximum of 30 years. SBA determines the term of each loan in accordance with the borrower's ability to repay. Based on the financial circumstances of each borrower, SBA determines an appropriate installment payment amount, which in turn determines the actual term.
- Loan Amount Limit - $2,000,000: The actual amount of each loan, up to this maximum, is limited to the actual economic injury as calculated by SBA, not compensated by business interruption insurance or otherwise, and beyond the ability of the business and/or its owners to provide. If a business is a major source of employment, SBA has authority to waive the $2,000,000 statutory limit.

Contact Information:

- Phone: (800)827-5722
- Email: answerdesk@sba.gov
- More Information: http://www.sba.gov/content/military-reservists-economic-injury-loans

8) Patriot Express & Pilot Programs

- The new Patriot Express loan is offered by SBA's network of participating lenders nationwide and features our fastest turnaround time for loan approvals. Loans are available up to $500,000 and qualify for SBA's maximum guaranty of up to 85 percent for loans of $150,000 or less and up to 75 percent for loans over $150,000 up to $500,000. For loans above $350,000, lenders are required to take all available collateral.

Additional Information:

- The SBA and its resource partners are focusing additional efforts on counseling and training to augment this loan initiative.

Eligible Applicants:

- Eligible military community members include veterans, service-disabled veterans, active-duty service members eligible for the military's Transition Assistance Program, Reservists and National Guard members, current spouses of any of the above, or a widowed spouse of a service member or veteran who died during service or of a service-connected disability.

Contact Information:

- More Information: http://www.sba.gov/content/express-programs

9) Microloans

- The Microloan Program provides very small loans to start-up, newly established, or growing small business concerns. Under this program, SBA makes funds available to nonprofit community-based lenders (intermediaries) which, in turn, make loans to eligible borrowers in amounts up to a maximum of $35,000. The average loan size is about $13,000. Applications are submitted to the local intermediary and all credit decisions are made on the local level.

Additional Information:

- The maximum term allowed for a microloan is six years. However, loan terms vary according to the size of the loan, the planned use of funds, the requirements of the intermediary lender, and the needs of the small business borrower.

Contact Information:

- More Information: http://www.sba.gov/content/microloan-program

Technical Support and Development Programs

1) Los Angeles BusinessSource Centers

- The Los Angeles BusinessSource Centers provide startup ventures and current small business owners various cost effective tools to make their business a success. Through these tools, small businesses can grow and remain competitive within the City of Los Angeles.

Additional Information:

- The Los Angeles BusinessSource Centers in house staff offer one-on-one consulting, financing technical assistance, employee hiring and work force development training, and other small business courses. In addition, the program actively assists BusinessSource Centers client efforts to obtain business financing. Two thirds of the centers operate or are formally affiliated with a micro-loan fund.
- Los Angeles BusinessSource Centers are funded by the City of Los Angeles Community Development Department (CDD) under the Los Angeles Business Assistance Program (LABAP), and operated by nine community partners in strategic locations.

Contact Information:

- North Valley
  13172 Van Nuys Blvd.
  Pacoima, CA 91331
  Telephone: (818) 834-0577
  Email: ccox@vedc.org
  Website: www.vedc.org
- South Valley
  8248 Van Nuys Blvd.
  Panorama City, CA 91402
  Telephone: (818) 899-3636
  Email: info@iconcdc.org
  Website: www.iconcdc.org
- More Information:
  http://www.losangelesworks.org/businessServices/BusinessSourceCenters.cfm#moreInfo

2) Small Business Development Centers (SBDCS)

- SBDCs provide free or low-cost assistance to small businesses using programs customized to local conditions. The SBDC also focuses on projects that advance the job development, investment and economic growth priorities of California, with an emphasis on manufacturers, exporters and technology-oriented firms.

Additional Information:

- SBDCs support small business in marketing and business strategy, finance, technology transfer, government contracting, management, manufacturing, engineering, sales, accounting, exporting, and other topics. SBDCs are funded by grants from the SBA and matching funds. There are more than 1,100 SBDCs with at least one in every state and territory.

Contact Information:

- Los Angeles
  North State College Boulevard, SGMH 5313
  Fullerton, CA 92834
  Telephone: (562) 938-5020
  Fax: (562) 938-5030
  Website: http://smallbizla.org/
- SBA Telephone: (800) 732-7232
- More Information: http://www.sba.gov/content/small-business-development-centers-sbdcs

3) Women's Business Centers

The Women's Business Center is dedicated to training and assisting women in business or those who want to startup a business. This Center provides a variety of business skills and ongoing technical assistance to women in thirty-four counties. WBCs are similar to Small Business Development Centers, except they concentrate on assisting women entrepreneurs. Programs include training, counseling, technological support and networking.

Contact Information:

- Marsel Watts, Director
  Email: mwatts@vedc.org
  Women's Business Center – Valley Economic Development Center
  5121 Van Nuys Blvd.
  3rd Floor
  Van Nuys, CA. 91403
  Telephone: (818) 907-9922
  Fax: (818) 907-9720
  Email: info@wbc-la.org

4) Department of Defense Procurement Technical Assistance Program (PTAP)

- Procurement Technical Assistance Centers are a local resource, available at no or nominal cost, that can provide assistance to businesses in marketing products and services to the Federal, state and local governments.

Contact Information:

- There are three PTA centers located in the Los Angeles region.
  - **Los Angeles County Office of Small Business – PTAC**
    1100 N. Eastern Avenue, 1st Floor

Los Angeles, CA 90063
Telephone: 323-881-3964
Website: http://laosb.org/

- **Riverside Community College District – PTAC**
  152 East Sixth Street
  Corona, CA 92879
  Telephone: 951-571-6442
  Website: http://rccdpac.com/
- **American Indian Chamber Education Fund – PTAC**
  555 W. Fifth Street 31st Floor
  Los Angeles, CA 90013
  Telephone: 213-440-3232
  Website: http://www.aicccal.org/PTACWEBSITEs/PTACHome3.htm

5) Service Corps of Retired Executives (SCORE)

- The Service Corps of Retired Executives (SCORE) uses over 11,000 volunteers to bring practical experience to start-up small business and to those thinking about starting a new small business. SCORE provides mentoring and workshops.

Contact Information:

- SCORE Los Angeles
  330 North Brand Blvd., Suite 190
  Glendale, CA 91203
  Telephone: (818) 552-3206
- More Information: http://greaterlosangeles.score.org/

Capital Access Programs

1) Small Business Administration Programs

- **Small Business Investment Companies (SBICs)**
  SBICs are privately owned companies that are licensed by the SBA to provide debt and equity capital to small businesses. They can obtain loans from the SBA to supplement their own capital.

  For the SBIC program, a small business is a business with net worth of $18 million or less and an average after-tax income for the two preceding years of $6 million or less. There are alternative size standards in some industries. The SBIC sells a debenture to the SBA, which guarantees repayment and creates a pool of these debentures for resale on the secondary market. SBICs can borrow three times their private capital to a maximum of $113 million.

- **New Market Venture Capital**
  New Market Venture Capital is a program that encourages equity investments in small businesses in low-income areas that meet specific statistical criteria established by regulation. A tax credit is available on a competitive basis.

Contact Information:

- Los Angeles, CA
  - **Avante Mezzanine Partners SBIC, L.P.**
    Contact: Clifford A. Lyon
    11150 Santa Monica Blvd., Suite 1470
    Los Angeles, CA 90025
    Telephone: (310) 667-9242
    Fax: (310) 728-1755
    Email: clyon@avantemezzanine.com
    Website: http://www.avantemezzanine.com/

- **Celerity Partners SBIC, L.P.**
  Contact: Clifford A. Lyon
  11150 Santa Monica Boulevard, Suite 1470
  Los Angeles, CA 90025
  Fax: (310) 728-1755
  Email: kraus@celeritypartners.com
  Website: http://www.celeritypartners.com/
- **Levine Leichtman Capital Partners SBIC Fund, L.P.**
  Contact: Steven E. Hartman
  335 North Maple Drive, Suite 130
  Beverly Hills, CA 90210
  Telephone: (310) 275-5335
  Fax: (310) 275-335
  Email: shartman@llcp.com
  Website: http://llcp.com/
- **Multiplier Capital, L.P**.
  Ray Boone
  815 Moraga Drive
  Los Angeles, CA 90049
  Ray Boone
  Email: Boone@multipliercapital.com
  Telephone: (310) 476.0240
  Website: http://www.multipliercapital.com/

➢ Washington, DC
- Telephone: (202) 205-6510
  E-mail: askSBIC@sba.gov
  Website: http://www.sba.gov/content/sbic-directory

Tax Incentives

1) Alternative Minimum Tax Exemption

- As a result of the Taxpayer Relief Act of 1997 (P.L. 105-34), certain small corporations have been exempt from the AMT since 1998. If a corporation loses its eligibility, it becomes subject to the AMT in the first tax year when it no longer qualifies for the exemption and in every tax year thereafter, regardless of the amount of its gross receipts.

Additional Information:

- There is reason to believe that this exemption gives some eligible small corporations what amounts to a slight competitive advantage over comparable firms paying the AMT. A 1997 study estimated that firms that invested heavily in machinery and equipment and intangible assets like research and development (R&D), financed the bulk of their investments through debt, and paid the AMT for five or more successive years had a higher cost of capital than comparable firms that paid the regular income tax only in the same period.
- The exemption also provides owners of small firms with an incentive to incorporate, since the taxable income of pass through entities is subject to the individual AMT through the tax returns filed by individual owners.

Eligibility:

- Eligibility is determined by a corporation's average annual gross receipts in the previous three tax years. All corporations formed after 1998 are exempt from the AMT in their first year with taxable income, regardless of the size of their gross receipts.
- They remain exempt as long as their average annual gross receipts do not exceed $5 million in their first three tax years, and as long as their average annual gross receipts do not exceed $7.5 million in each succeeding three-year period (e.g., 1999-2001, 2000-2002, etc.).

Contact Information:

- More information: http://www.irs.gov/taxtopics/tc556.html

2) Amortization of Business Start-Up Costs

- Under IRC Section 195 (as amended by P.L. 108-357), business taxpayers who incur business start-up and organizational costs after October 22, 2004, are allowed to deduct up to $5,000 of those costs in the year when the new trade or business begins. This maximum deduction is reduced (but not below zero) by the amount by which eligible expenditures exceed $50,000.

Additional Information:

- Business taxpayers who incurred or paid business start-up and organizational costs and then entered a trade or business on or before October 22, 2004, could amortize (or deduct in equal annual amounts) those expenditures over not less than five years, beginning in the month when the new trade or business commenced.
- To qualify for the current deduction, the start-up and organizational costs must meet two requirements. They must be paid or incurred as part of an investigation into creating or acquiring an active trade or business, as part of starting a new trade or business, or as part of an activity done to produce income or profit before starting a trade or business with the aim of converting the activity into an active trade or business.
- Any eligible expenditure that cannot be deducted may be amortized over 15 years, beginning in the month when the new trade or business begins to earn income. In order to claim the $5,000 deduction, a taxpayer must have an equity interest in the new trade or business and actively participate in its management.

Contact Information:

- More information: http://www.irs.gov/publications/p535/ch08.html

3) Net Operating Losses

- A firm incurs a net operating loss (NOL) for tax purposes when its deductions exceed its gross income. As a result, it has no income tax liability in an NOL year. An NOL may be used to obtain a refund of taxes paid in previous years or to reduce or offset future tax liabilities. Under IRC Section 172(b), a business taxpayer is permitted to carry an NOL back to each of the two tax years preceding the NOL year and forward to each of the 20 tax years following that year.

Additional Information:

- A provision of the American Recovery and Reinvestment Act of 2009 extended the carry back period for NOLs to five years for eligible firms that incurred an NOL in 2008. Only firms with average annual gross receipts of $15 million or less in the NOL year and the two previous tax years may take advantage of the extension. The provision is intended to bolster the cash flow of small firms that have experienced a significant loss of revenue in the current recession.

Contact Information:

- For more information, please visit: http://www.irs.gov/businesses/corporations/article/0,,id=168641,00.html

4) Partial Exclusion of Capital Gains on Certain Small Business Stock

- Two important considerations in determining an individual's income tax liability are the recognition of income as ordinary or capital and the distinction between long-term and short-term capital gains or losses.

Additional Information:

- Under IRC Section 1202, non-corporate taxpayers (including partnerships, LLCs, and S corporations) may exclude 50% of any gain from the sale or exchange of qualified small business stock (QSBS) that has been

held for over five years. The exclusion rises to 60% if the QSBS has been issued by a qualified corporation based in an empowerment zone. And under a provision of the ARRA, it becomes 75% for QSBS acquired from February 18, 2009, through December 31, 2010, and held for five years.

- There is a cumulative limit on the gain from stock issued by a single qualified corporation that may be excluded: in a single tax year, the gain is limited to the greater of 10 times the taxpayer's adjusted basis of all QSBS issued by the firm and sold or exchanged during the year, or $10 million—reduced by any gains excluded by the taxpayer in previous years. The remaining gain is taxed at a fixed rate of 28%. As a result, the marginal effective tax rate on capital gains from the sale or exchange of QSBS held longer than five years is 14%: 0.5 x 0.28.
- For individuals subject to the AMT, a portion of the excluded gain is treated as an individual AMT preference item, which means that it must be included in the calculation of AMT taxable income. The portion was 42% for QSBS acquired on or before December 31, 2000 and disposed of by May 6, 2003; 28% for QSBS acquired after December 31, 2000 and disposed of by May 6, 2003; and 7% for QSBS acquired after May 6, 2003 and disposed of by December 31, 2008.
- To qualify for the partial exclusion, small business stock must satisfy certain requirements. First, it must be issued after August 10, 1993 and must be acquired by the taxpayer at its original issue, either directly or through an underwriter, in exchange for money, property, or as compensation for services rendered to the issuing corporation. Second, the stock must be issued by a domestic corporation whose gross assets do not exceed $50 million before and immediately after the stock is issued. Third, at least 80% of the corporation's assets must be tied to the active conduct of one or more qualified trades or businesses during "substantially all" of the requisite five-year holding period.

5) Losses on Small Business Investment Company Stock Treated as Ordinary Losses without Limitation

- Under IRC Section 1242, individuals who invest in small business investment companies (SBICs) are permitted to deduct from ordinary income all losses from the sale or exchange or worthlessness of stock in these companies. This treatment is intended to foster equity investment in these companies by lowering the after-tax loss on an investment in an SBIC, relative to after-tax losses on similar investments.

Additional Information:

- SBICs are private regulated investment corporations that are licensed under the Small Business Investment Act of 1958 to provide equity capital, long-term loans, and managerial guidance to firms with a net worth of less than $18 million and less than $6 million in average net income over the previous two years.
- They use their own capital and funds borrowed at favorable rates through SBA loan guarantees to make equity and debt investments in qualified firms. For tax purposes, most SBICs are treated as C corporations. There are no known estimates of the revenue loss associated with this small business tax benefit.

Contact Information:

- More information: http://www.irs.gov/publications/p550/ch04.html

6) Rollover of Gains into Specialized Small Business Stock

- Individual and corporate taxpayers who satisfy certain conditions are allowed to roll over, free of tax, any capital gains on the sale of publicly traded securities. The proceeds from the sale must be used to purchase common stock or partnership interests in specialized small business investment companies (SSBICs) licensed under the Small Business Investment Act of 1958 within 60 days of the sale.
- SSBICs are similar to SBICs except that SSBICs are required to invest in small firms owned by individuals who are considered socially or economically disadvantaged—mainly members of minority groups.

Additional Information:

- If the proceeds from the sale exceed the cost of the SSBIC stock or partnership interest, the excess is recognized as a capital gain and taxed accordingly. The taxpayer's basis in the SSBIC stock or partnership interest is reduced by the amount of any gain from the sale of securities that are rolled over.
- The maximum gain an individual can roll over in a single tax year is the lesser of $50,000 or $500,000 less any gains previously rolled over under this provision. For corporations, the maximum deferral in a tax year is the lesser of $250,000 or $1 million less any previously deferred gains.

7) Uniform Capitalization of Inventory Costs

- IRC Section 1244 allows taxpayers to deduct any loss from the sale, exchange, or worthlessness of qualified small business stock as an ordinary loss, rather than a capital loss. For business taxpayers, ordinary losses are treated as business losses in computing a net operating loss.

Additional Information:

- To qualify for this treatment, the stock must meet four requirements. First, it must be issued by a domestic corporation after November 6, 1978.
- Second, the stock must be acquired by an individual investor or a partnership in exchange for money or other property, but not stock or securities.
- Third, the stock must be issued by a small business corporation, which the statute defines as a corporation whose total amount of money and property received as a contribution to capital and paid-in surplus totals less than $1 million when it issues the stock.
- Finally, during the five tax years before a loss on the stock is recognized, the firm must have derived more than 50% of its gross receipts from sources other than royalties, rents, dividends, interest, annuities, and stock or security transactions. The maximum amount that may be deducted as an ordinary loss in a tax year is $50,000 (or $100,000 for a couple filing jointly).

8) Simplified Dollar-Value LIFO Accounting Method for Small Firms

- LIFO operates on the assumption that the most recently acquired goods are sold before all other goods. Consequently, LIFO assigns the newest unit costs to the cost of goods sold and the oldest unit costs to the ending inventory. The method can be advantageous when the cost of many inventory items is rising, because it yields a lower taxable income and inventory valuation than other methods. There are various ways to apply LIFO. A widely used application is known as the dollar-value method. Under this method, a taxpayer accounts for its inventories on the basis of a pool of dollars rather than specific items.

Additional Information:

- IRC Section 474, which was added to the tax code by the Tax Reform Act of 1986, allows eligible small firms to use a simplified dollar-value LIFO method. It differs from the regular dollar-value method in the way in which inventory items are pooled and the technique for estimating the base-year value of the pools. A firm is eligible to use the simplified method if its average annual gross receipts were $5 million or less in the three previous tax years.

9) Tax Credit for Pension Plan Star-Up Costs of Small Firms

- Under IRC Section 45E, qualified small firms may claim a non-refundable tax credit for a portion of the start-up costs they incur in setting up new retirement plans for employees. The credit, which was enacted as part of the Economic Growth and Tax Relief Reconciliation Act of 2001, began in 2002 and originally was scheduled to disappear (or "sunset") after 2010. But a provision of the Pension Protection Act of 2006 permanently extended the credit. It is a component of the general business credit and thus subject to its limitations and rules for carryover.

Additional Information:

- The credit is equal to 50% of the first $1,000 in eligible costs incurred in each of the first three years a qualified pension is operative. Eligible costs are defined as the ordinary and necessary expenses incurred in administering the plan and informing employees about the plan's benefits and requirements. Qualified plans consist of new defined benefit plans, defined contribution plans, savings incentive match plans for employees, and simplified employee pension plans.

Eligibility:

- The credit gives owners of small firms an incentive to establish pension plans for employees by lowering the after-tax cost of setting up and administering these plans in their first three years.
- Firms with fewer than 100 employees, each of whom received at least $5,000 in compensation in the previous year, are eligible to claim the credit

10) Tax Credit for Cost of Making a Business More Accessible to the Disabled

- Under IRC Section 44, an eligible small firm may claim a non-refundable credit for expenses it incurs to make its business more accessible to disabled individuals. The credit is equal to 50% of the amount of eligible expenditures in a tax year over $250 but not greater than $10,250. In the case of a partnership, this upper limit applies separately at the partnership level and at the partner or individual level; the same distinction holds in the case of a subchapter S corporation. The disabled access credit is a component of the general business credit under IRC Section 38 and thus subject to its limitations.

Additional Information:

- To qualify for the credit, a firm must satisfy one of two requirements: its gross receipts (less any returns and allowances) in the previous tax year totaled no more than $1 million, or it employed no more than 30 persons on a full-time basis during that year. A worker is considered a full-time employee if he or she works at least 30 hours a week for 20 or more weeks in a calendar year.

Eligibility:

- Qualified expenses are defined as the amounts an eligible small firm pays or incurs to bring its business into compliance with the Americans With Disabilities Act of 1990 (ADA). They must be reasonable in amount and necessary in light of legal requirements. Eligible expenses include those related to removing architectural, communication, transportation, or physical barriers to making a business accessible to or usable by disabled individuals; providing interpreters or other effective methods of making materials understandable to hearing-impaired individuals; and supplying qualified readers, taped texts, and other effective methods of making materials understandable to visually impaired individuals.

Grant Programs

Small Business Administration

1) Small Business Innovation Research Awards (SBIR)

- SBIR awards are competitive grants to small businesses (500 or fewer employees) to research and develop new ideas for selected government agencies. Government agencies with the largest research budgets fund the SBIR program. The SBA coordinates and oversees the SBIR program but does not provide funding for the awards.

Additional Information:

- Phase I grants allow a company to determine if an idea has scientific and technical merit and is feasible.
- Phase II evaluates the idea's commercial potential.
- Phase III is private sector development of the idea.

Contact Information:

- Los Angeles, CA
  - **Larta Institute**
    Carlos Gutierrez
    606 S. Olive Street, Suite 650
    Los Angeles, CA 90014
    Email: cgutierrez@larta.org
    Telephone: (213) 538-1453
    Website: http://www.larta.org
- Washington, DC
  - US Small Business Administration
    Office of Technology

409 Third Street, SW
Washington, DC 20416
Telephone: (202) 205-6450
- For more information: http://www.sbir.gov/

2) Small Business Technology Transfer (STTR) Awards

- The STTR program is similar to the SBIR program, but it requires the small business to work with a nonprofit research institute. The SBA coordinates and oversees the STTR program but does not provide funding for the awards.

Additional Information:

- Following submission of proposals, agencies make STTR awards based on small business/nonprofit research institution qualification, degree of innovation, and future market potential. Small businesses that receive awards then begin a three-phase program.
  - **Phase I** is the startup phase. Awards of up to $100,000 for approximately one year fund the exploration of the scientific, technical, and commercial feasibility of an idea or technology.
  - **Phase II** awards of up to $750,000, for as long as two years, expand Phase I results. During this period, the R&D work is performed and the developer begins to consider commercial potential. Only Phase I award winners are considered for Phase II.
  - **Phase III** is the period during which Phase II innovation moves from the laboratory into the marketplace. No STTR funds support this phase. The small business must find funding in the private sector or other non-STTR federal agency funding.

Eligibility:

- Rural Fire Companies

Contact Information:

- Los Angeles, CA
  - **Larta Institute**
    Carlos Gutierrez
    606 S. Olive Street, Suite 650
    Los Angeles, CA 90014
    Email: cgutierrez@larta.org
    Telephone: (213) 538-1453
    Website: http://www.larta.org
- Washington, DC
  - US Small Business Administration
    Office of Technology
    409 Third Street, SW
    Washington, DC 20416
    Telephone: (202) 205-6450
  - For more information: http://www.sbir.gov/

United States Department of Transportation

1) Procurement Assistance Division

- The Procurement Assistance Division is responsible for working closely with each of the Operating Administrations' Small Business specialists to ensure that adequate procurement opportunities are made available to small businesses. Below is a listing of Small Business specialists in each OA whose primary role is to serve as advocates to small businesses.

Contact Information:

- Federal Aviation Administration (FAA)
  - Fred Dendy
    800 Independence Avenue, SW
    Room 715
    Washington, DC 20591
    Phone: (202) 267-7454
    Email: fred.dendy@faa.gov
- Federal Highway Administration (FHWA)
  - Frank Waltos
    1200 New Jersey Avenue, SE
    Washington, DC 20590
    Phone: (202) 366-4205
    Email: frank.waltos@dot.gov
- Federal Motor Carrier Safety Administration (FMCSA)
  - Nathan Watters
    1200 New Jersey Avenue, SE
    Suite W66-499
    Washington, DC 20560
    Phone: (202) 366-3036
    Fax: (202) 385-2335
    Email: Nathan.Watters@dot.gov
- Federal Railroad Administration (FRA)
  - Dana L. Hicks
    Contract Specialist
    Federal Railroad Administration
    1200 New Jersey Avenue, SE
    Washington, DC 20590
    Phone: (202) 493-6131
    Fax: (202) 493-6171
    Email: Dana.hicks@dot.gov
- Federal Transit Administration (FTA)
  - Robyn Jones
    FTA Office of Acquisition Management
    1200 New Jersey Avenue, SE

Washington, DC 20590
Phone: (202) 366-0943
Email: robyn.jones@dot.gov

- Maritime Administration
  - Rita C. Thomas
    1200 New Jersey Avenue, SE
    Washington, DC 20590
    Phone: (202) 366-2802
    Email: rita.thomas@dot.gov
- National Highway Transportation Safety Administration
  - Lloyd S. Blackwell
    1200 New Jersey Avenue, SE
    Washington, DC 20590
    Phone: (202) 366-9564
    Email: lloyd.blackwell@nhtsa.dot.gov
- Office of the Secretary (OST)
  - Ames Owens
    Office of the Secretary
    Acquisition Services Division
    1200 New Jersey Avenue, SE
    Washington, DC 20590
    Phone: (202) 366-9614
    Email: ames.owens@dot.gov
- Pipeline and Hazardous Materials Safety Administration (PHMSA)
  - Jackie Naranjo
    Contract Specialist
    Office of Acquisition Services, PHA-30
    1200 New Jersey Avenue, SE
    East Building, Second Floor
    Washington, DC 20590
    Phone: (202) 366-4429
    Email: jackie.naranjo@dot.gov
- Research and Innovative Technology Administration (RITA)
  - Phaedra Johnson
    Office of the Secretary
    Acquisition Services Division
    1200 New Jersey Avenue, SE
    Washington, DC 20590
    Phone: (202) 366-0742
    Email: phaedra.johnson@dot.gov
- RITA-VOLPE
  - Peter Kontakos
    Small Business Specialist

US DOT/RITA/Volpe Center
Office of Acquisitions, RVP-31
55 Broadway
Cambridge, MA 02142
Phone: (617) 494-2602
Fax: (617) 494-3024
Email: peter.kontakos@dot.gov

- Saint Lawrence Seaway Development Corporation (SLSDC)
  - Patricia White
    Contracting Officer
    Chief, Procurement & Supply Division
    U.S. Department of Transportation
    Saint Lawrence Seaway Development Corporation
    PO Box 520
    180 Andrews Street
    Massena, NY 13662
    Phone: (315) 764-3236
    Email: patricia.white@dot.gov

Local Funding Opportunities

California Small Business Loans

1) California Industrial Development Financing Advisory Commission (CIDFAC) Programs

Agency:

- California Industrial Development Financing Advisory Commission (CIDFAC), located in the State Treasurer's Office.

Purpose of Program:

- The California Industrial Development Financing Advisory Commission (CIDFAC) administers a number of programs to assist California manufacturing businesses in funding capital expenditures for business acquisitions or expansions. The programs allow businesses to borrow funds at competitive rates through the issuance of tax-exempt bonds enhanced by a letter of credit.

Type of Funding:

- Capital generated from the issuance of tax-exempt industrial development bonds used to finance capital expenditures.

Eligibility:

- Industrial Development Bonds can be used to finance capital expenditures in agriculture, forestry, or mining. The bonds finance the expansion or acquisition of facilities and equipment for product assembly, fabrication, manufacturing, or processing. Businesses that process or manufacture recycled or reused products and materials may also qualify. Eligibility is governed by a detailed set of criteria pursuant to federal and state law.

Contact Information:

- Sherri Kay Wahl, Deputy Executive Director
  915 Capitol Mall, Room 457
  Sacramento, CA 95814
  Telephone: (916) 653-3843
  Fax: (916) 653-3241
  Email: cidfac@treasurer.ca.gov
  Website: http://www.treasurer.ca.gov/cidfac/

2) Industrial Development Revenue Bond (IDB) Program

Agency:

- IDBs can be issued by the California Infrastructure and Economic Development Bank (I-Bank), by local Industrial Development Authorities, or by Joint Powers Authorities. The mission of the I-Bank is to finance public infrastructure and private investments that promote economic growth, revitalize communities, and enhance the quality of life throughout California. The I-Bank is located within the Business, Transportation, and Housing Agency. IDBs are tax-exempt securities issued up to $10 million by a governmental entity to provide money for the acquisition, construction, rehabilitation and equipping of manufacturing and processing facilities for private companies. IDBs can be issued by the I-Bank, local Industrial Development Authorities, or by Joint Powers Authorities.

Purpose of Program:

- The IDB Program provides tax-exempt financing to qualified manufacturing and processing companies for the construction or acquisition of facilities and equipment. IDBs allow private companies to borrow at low interest rates normally reserved for state and local governmental entities.

Type of Funding:

- Funds from tax-exempt securities issued by a governmental entity.

Eligibility:

- Manufacturing and processing companies are eligible. The project financed by the bonds must be a facility used for the manufacture, production, or processing of tangible property. At least 95% of the bond proceeds must be spent on qualifying costs. Qualifying costs are capital expenditures such as land, buildings, equipment, and other depreciable property, and can also include capitalized interest during construction.

Contact Information:

- Applications are accepted on a continuous basis. The I-Bank Board of Directors normally meets each month to consider approval of complete applications received at least 20 working days prior to the meeting date. For additional information, Contact Information:
  - Ruben Rojas, Deputy Executive Director
    980 9th Street, 9th floor
    Sacramento, CA 95814
    E-mail: Ruben.Rojas@ibank.ca.gov
    Telephone: (916) 539-4408
    Fax: (916) 322-6314
    http://ibank.ca.gov/

3) Recycling Market Development Zone (RMDZ) Revolving Loan Program

Agency:

- California Integrated Waste Management Board.

Purpose of Program:

- The program provides direct loans to eligible businesses and nonprofit organizations within Recycling Market Development Zones that manufacture recycled raw materials, produce new recycled products, or reduce the waste resulting from the manufacture of a product. These loans promote market development for post-consumer and secondary waste materials.

Type of Funding:

- The program makes loans to acquire equipment, make leasehold improvements, purchase recycled raw materials and inventory, or acquire real estate with a maximum value of $500,000.

Eligibility:

- Business applicants must be located in one of the designated Recycling Market Development Zones and divert waste from non-hazardous California landfills. The program will end on July 1, 2011 unless later enacted by the Legislature.

Contact Information:

- State RMDZ Office
  - Jim LaTanner, Supervisor
    RMDZ Loan Program (Mail Stop #11)
    P.O. Box 4025
    Sacramento, CA 95812-4025
    (916) 341-6534
    loans@ciwmb.ca.gov
    http://www.ciwmb.ca.gov/RMDZ/
- Regional Los Angeles RMDZ Offices:
  - Michelle Mikesell
    Management Analyst
    County: Los Angeles
    1149 S Broadway
    Los Angeles, CA 90015
    Phone: (213) 485-3884
    FAX: (213) 485-3671
    Email: michelle.mikesell@lacity.org

    CalRecycle contact for this RMDZ:
    Zone Liaison: Mia Hunt

  - David Coscia
    Zone Administrator
    County: Los Angeles
    900 S Fremont Avenue
    Alhambra, CA 91803-1331
    Phone: (626) 458-3523
    FAX: (626) 737-1723

Email: dcoscia@dpw.lacounty.gov

CalRecycle contact for this RMDZ:
Zone Liaison: Lena-Prudence Wiegand

- City of Santa Clarita RMDZ
  Curtis Williams
  Administrative Analyst
  County: Los Angeles
  23920 Valencia Blvd. suite 300
  Santa Clarita, CA 91355
  Phone: (661) 255-4308
  FAX: (661) 255-4356
  Email: cwilliams@santa-clarita.com

  CalRecycle contact for this RMDZ:
  Zone Liaison: Jeffery Taylor Sr.

4) Replacement of Underground Storage Tank (RUST) Program

Agency:

- State Water Resources Control Board.

Purpose of Program:

- The program helps owners and operators of small independent underground storage tanks comply with legislative mandates enacted in 1999 (SB 989) to enhance underground tanks and monitoring systems.

Type of Funding:

- Typically, loans are provided to facilitate any of the following: plans, permits, drawings; excavation and removal of tanks, lines, and dispensers; installation of new tanks, lines, dispensers, under-dispenser containments, electronic monitoring systems, and enhanced vapor recovery systems. Also, funding is offered to water boards and other regulatory agencies in the event of an emergency situation, or to clean up a site that poses a health or safety threat.

Eligibility:

- Small business owners or operators of underground petroleum storage tanks are eligible. Applicants must provide evidence that their site(s) will be in state compliance once funds are applied to the project. Other eligibility can be found in Health & Safety Code section 25299.102.

Contact Information:

- Janice Clemons
  Division of Clean Water Programs
  (916) 341-5657
  P.O. Box 944212
  Sacramento, CA 94244-2120
  jclemons@waterboards.ca.gov
  http://www.waterboards.ca.gov/water_issues/programs/ustcf/rust.shtml

5) California Capital Access Program (CalCAP)

Agency:

- California Pollution Control Financing Authority.

Purpose of Program:

- This program provides incentives for lenders to make loans to small businesses that may otherwise have difficulty obtaining financing. This is accomplished through a loss reserve account that provides up to 100% coverage for the lender on certain loan defaults.

Type of Funding:

- The program provides loans with variable rates and terms. The borrower works directly with a CalCAP lender.

Eligibility:

- The borrower's business must be in one of the industries listed in the qualified Standard Industry Classification codes list. The business is not required to engage in activities that affect the environment.
- The borrower's primary business and 50% of its employees, business income, sales, or payroll must be in California.
- The business activity resulting from the bank's loan must be created and retained in California.
- The business must be classified as a small business under U.S. Small Business Administration guidelines (Title 13 of the Code of Federal Regulations) or have fewer than 500 employees.

Contact Information:

- 915 Capitol Mall, Room 457
  Sacramento, CA 95814
  Telephone: (916) 654-5610
  Fax: (916) 657-4821
  E-mail: SSBCIquestions@treasury.gov
  http://www.treasurer.ca.gov/cpcfa/calcap/

6) Small Business Loan Guarantee Program

Agency:

- Business, Transportation and Housing Agency. The program is administered through contracts between the agency and nonprofit financial development corporations located throughout the state.

Purpose of Program:

- This program helps businesses become eligible for loans they might not otherwise obtain. It also creates the opportunity for businesses to establish a favorable credit history for future loan needs.

Type of Funding:

- This program provides loans that are to be used primarily in California for any standard business purpose beneficial to the applicant's business. This may include expansion into new facilities or purchase of new equipment.

Eligibility:

- Applicants must be small businesses as defined by the federal Small Business Administration (SBA), i.e., businesses that employ no more than 100 people.

Contact Information:

- Glenn Stober, Manager
  Small Business Financial Assistance Program
  Telephone: (916) 324-9538
  Fax: (916) 323-5440
  CalSmallBiz@bth.ca.gov
  http://www.casmallbusiness.ca.gov/
  Or contact one of the following financial development corporations that administer the programs locally.

  - **San Fernando Valley Financial Development Corporation (FDC)**
    5121 Van Nuys Blvd., Suite 203A
    Van Nuys, CA 91403
    Telephone: (818) 205-1770
    Fax: (818) 205-1785

  - **Pacific Coast Regional Financial Development Corporation**
    3255 Wilshire Blvd., Suite 1501
    Los Angeles, CA 90010
    Telephone: (213) 739-2999
    Fax: (213) 739-0639

  - **Hancock Urban Development Corporation**
    4022 W. Olympic Blvd
    Los Angeles, CA 90019
    Telephone: (213) 382-4300
    Fax: (213) 382-4732

7) Small Business Pollution Control Tax-Exempt Bond Financing Program

Agency:

- California Pollution Control Financing Authority (CPCFA).

Purpose of Program:

- The program provides tax-exempt bond financing to creditworthy small businesses for the acquisition, construction, or installation of qualified pollution control, waste disposal, and resource recovery facilities in California.

Type of Funding:

- The CPCFA uses its Small Business Assistance Funds (SBAF) to pay for the costs of issuance of tax-exempt bonds issued on behalf of small businesses. The SBAF also pays for letter of credit fees, transaction fees and other costs associated with the issuance of bonds. This assistance reduces the net cost of financing to the small business.

Eligibility:

- To be eligible for the SBAF Tax-Exempt Bond Program, a business must be classified as a small business under U.S. Small Business Administration guidelines (Title 13 of the Code of Federal Regulations) or have fewer than 500 employees, and be involved in appropriate projects.
- Use of funding must comply with federal eligibility guidelines, which indicate that:
  - 95% of the proceeds must be used for the defined project

- 2% of bond proceeds can be used for the costs of issuance
- 25% of bond proceeds can be used for land costs in certain cases
- A public hearing (TEFRA) must be held before the bonds are issued
- To acquire an existing building, a minimum of 15% of the bond proceeds must be used to renovate the building
- The average life of the bond issue cannot exceed 120% of the weighted average of the estimated useful life of the assets being financed

Contact Information:

- Sherri Kay Wahl, Deputy Executive Director
  915 Capitol Mall, Room 457
  Sacramento, CA 95814
  Telephone: (916) 654-5610
  Fax: (916) 657-4821
  Email: CPCFA@treasurer.ca.gov
  Website: http://www.treasurer.ca.gov/cidfac/

California Technical Support and Development Programs for Small Business

1) California Get Your Business Online

Agency:

- California SBDC.

Purpose of Program:

- California Get Your Business Online is a Google-led program that provides small businesses the resources they need to succeed online. Websites are free for California businesses.

Type of Benefits:

- This free offer includes a free domain name and hosting for your Homestead website for one year. The free site includes 3 free pages, 25MG of disk space and 5GB of bandwidth (monthly transfer). Email and ecommerce are not included. However, you can purchase additional pages, disk space, email addresses, ecommerce solutions and many other add-ons from Homestead.

Eligibility:

- Any business or organization can sign up, however they must be verified by Google. You will need to create a Google+ Page to utilize tools, like Hangouts and Circles, that help you connect with your customers.

Contact Information:

- Get started here: http://www.gybo.com/california/get-online

2) Business Matchmaking

Office

- Governor's Office of Business and Economic Development.

Purpose of Program:

- Business Matchmaking provides opportunities for small businesses to secure selling opportunities from government agencies and major corporations, both at key events and through an online network. Business Matchmaking continues to be a free initiative for all small business participants.

Type of Benefits:

- As a direct result of the alliance between leading corporations with the SBA, SCORE, Small Business Development Centers and other resource partners, Business Matchmaking has facilitated more than 90,000 appointments between small business sellers and buyers from key government agencies and major corporations. Several billions of dollars in contracts have been awarded.

  All events are free to both participating small businesses and representative buyers. They also include a highly successful schedule of networking and educational activities. Business Matchmaking, Inc., the producer of BMM, is a 501c3 non-profit corporation.

Contact Information:

- Business Matchmaking, Inc.
  13101 W. Washington Blvd., Ste. 131
  Los Angeles, CA 90066
  Email: information@businessmatchmaking.com

3) Service Core of Retired Executives Los Angeles (SCORE LA)

Agency:

- SCORE LA uses over 11,000 volunteers to bring practical experience to start-up small business and to those thinking about starting a new small business. SCORE LA provides mentoring, workshops.

Purpose of Program:

- SCORE LA "Counselors to America's Small Business" is a nonprofit association dedicated to educating entrepreneurs and helping small businesses start, grow, and succeed. With 26 locations in LA County SCORE LA is LA's best resource for no-cost small business mentoring and business training. Their consulting services are 100% volunteer led and delivered. There are more than 20 business training workshops per month provide a wealth of knowledge for the start-up or growth business owner.

Contact Information:

- SCORE Los Angeles
  330 North Brand Blvd., Suite 190
  Glendale, CA 91203
  Telephone: (818) 552-3206
- More Information: http://greaterlosangeles.score.org/

4) Disabled Veteran Business Enterprise (DVBE) and Small Business (SB) Certification Programs

Agency:

- Department of General Services.

Purpose of Program:

- These programs are designed to increase business opportunities for the DVBE and SB communities with the State of California. The programs are designed to help DVBEs and SBs participate on a more level playing field by providing certain advantages when competing against other non-DVBEs and non-SBs for state contracts and purchases.

Type of Benefits:

- These programs enhance the likelihood of contracting with State agencies.

Eligibility:

- DVBE Program – The owner (either sole proprietor or 51% ownership) must meet the criteria of a "disabled veteran," be domiciled in California, and have a 10% disability from serving in the US Army, Air Force, or Navy. A disabled veteran must manage the business.

- SB Program – A business must be independently owned and operated, cannot be dominant in its field, and must have its principal office located in California; plus, its owner(s) must be domiciled in CA. A qualifying business must have no more than 100 employees, with average gross receipts of $10 million or less over the prior three years.

Contact Information:

- Small Businesses and Resources
  Department of General Services
  707 3rd Street, 1st Floor, Room 400
  West Sacramento, CA 95605
  (916) 375.4940
  OSDSHelp@dgs.ca.gov
  http://www.dgs.ca.gov/pd/programs/osds.aspx

5) Disadvantaged Business Programs

Agency:

- California Department of Transportation (Caltrans).

Purpose of Program:

- The program increases the participation level of disadvantaged businesses in all federal contracting activities.

- Qualifying businesses are certified as Disadvantaged Business Enterprises (DBE), Minority Business Enterprises (MBE), or Women Business Enterprises (WBE).

Type of Benefits:

- These programs enhance the likelihood of businesses participating in all federal contracting activities.

Eligibility:

- Only small businesses, as defined by the United States Small Business Administration, that are owned and controlled by one or more socially and economically disadvantaged individuals, can be certified as a DBE.

Definitions

- **DBE**:
  At least 51% of the small business in concern is owned by one or more socially and economically disadvantaged individuals; and the management and daily business operations are controlled by one or more of the socially and economically disadvantaged individuals who own it.

- **MBE**:
  At least 51% of the small business is owned by one or more minorities, or, in the case of a publicly owned business, at least 51% of all issued stock is owned by one or more minorities; and the management and daily business operations are controlled by one or more such individuals.

- **WBE**:
  At least 51% of the small business is owned by one or more women; and the management and daily business operations are controlled by one or more of the women who own it.

Contact Information:

- 1823 14th Street
  Sacramento, CA 95811
  Telephone: (916) 324-0449
  Fax: (916) 324-1949
  TTY 711

Email: smallbusinessadvocate@dot.ca.gov
Website: http://www.dot.ca.gov./hq/bep/

- Alicia Sequeira
  Statewide Small Business Liaison
  Email: Alicia_Sequeira@dot.ca.gov
- Maria Salinas
  Calmentor/Mentor-Protégé and Bonding Assistance Coordinator
  Maria_Salinas@dot.ca.gov
- DBE Certification Assistance
  Email: DBE_Certification@dot.ca.gov
  Telephone: (916) 324-1700
  Toll Free: (866) 810-6346

California Small Business Tax Incentives

1) Enterprise Zone Program

Agency:

- Department of Housing and Community Development.

Purpose of Program:

- The program provides special state and local tax and other incentives to businesses, to encourage business investment and promote the creation of new jobs in economically distressed areas throughout California.

Type of Funding:

- The program provides a number of tax incentives to qualifying companies.

Eligibility:

- All businesses located in an Enterprise Zone are eligible for program benefits. There are 39 Enterprise Zones located throughout California. Enterprise Zones last 15 years from their original date of designation (1986-1997, depending on the zone). A complete listing of Enterprise Zones can be found at the following Web site: http://www.hcd.ca.gov/fa/ez/.

Contact Information:

- **Main Office Information:**
  - **Phone & FAX**:
    John Nunn, Jr., Program Manager
    Enterprise Zone Program
    Telephone: (916) 274-0575
    FAX (916) 263-2765

  - **Mailing Address**:
    Department of Housing & Community Development
    Division of Financial Assistance
    ENTERPRISE ZONE PROGRAMS
    P.O. Box 952054, MS 650
    Sacramento, CA 94252-2054

  - **Street Address**:
    2020 West El Camino Avenue, Suite 650
    Sacramento, CA 95833

- **Local to CA-29 District**:
  - **Los Angeles – East**
    Communities in the city include: Highland Park, Atwater Village, Lincoln Heights, Eagle Rock, Glassell Park, Boyle Heights and Chinatown. Unincorporated East L.A. cities: Terrace, Maravilla and Belvedere. This zone is jointly administered by both the city and county.

    - City of Los Angeles
      Community Development Department
      1200 West 7th
      Street, 6th Floor
      Los Angeles, CA 90017

Contact: Jorge Guzman
(323) 526-9304
Fax: (213) 744-9397
jorge.guzman@lacity.org
http://www.lacity.org/cdd/bus_statecred.html

- County of Los Angeles
  Community Development Commission
  700 W. Main St.
  Alhambra, CA 91
  Contact: Matt Lust
  (626) 262-4511 ext. 61809
  F (626) 586-3816
  matt.lust@lacdc.org
  http://www.lacdc.org
  http://www.LACountyEZ.org

- Vouchering
  Contact: Am Voung
  (626) 586-1829
  Am.voung@lacdc.org

- **Los Angeles (Hollywood)**
  Entirely within the city limits, this is one contiguous zone that is divided into four regions, East Valley, Hollywood/Mid-City, Central and South. The expired Northeast Valley Zone is now the East Valley region of this zone.

  - City of Los Angeles
    EWDD
    3683- Crenshaw Blvd. Ste.504
    Los Angeles, CA 90016
    Contact: Joseph Rouzan
    (213) 978-8331
    F (323) 290-2354
    Joseph.Rouzan@lacity.org
    http://www.lacity.org/cdd/bus_statecred.html

  - Vouchering
    EWDD, Vouchering Section1200 W. 7th
    Street, 6th Floor
    Los Angeles, CA 90017
    Contact: Janice Blake, Vouchering Section Manager
    (213) 744-9337
    Janice.Blake@lacity.org

- **Los Angeles – Eastside**
  - City of Los Angeles
    Community Development Department
    1200 West 7th

Street, 6th Floor
Los Angeles, CA 90017
Contact: Jorge Guzman
(323) 526-9304
F (213) 744-9397
jguzman@lacity.org
http://www.lacity.org/cdd/bus_statecred.html
EZ Designation expired in 2008

- **Los Angeles – Harbor Area**
  - City of Los Angeles (Harbor Area)
    Community Development Department
    1200 West 7th Street, 6th Floor
    Los Angeles, CA 90017
    Contact: Toma Ude
    (213) 978-8318
    Fax: (213) 744-9397
    toma.ude@lacity.org
    http://www.lacity.org/cdd/bus_statecred.html
    EZ Designation expired in 2009

- **Los Angeles – Mid-Alameda Corridor**
  - City of South Gate
    See South Gate-Lynwood

  - City of Huntington Park
    Community Development Department
    6550 Miles Avenue
    Huntington Park, CA 90255
    Contact: Manuel Acosta
    (323) 584-6213

- **South Gate/Lynwood**
  - City of Southgate
    Community Development Department
    8650 California Avenue
    Southgate, CA 90280
    Contact: Steve Lefever
    (323) 563-9566
    slefever@sogate.org

  - South Gate Vouchering
    Sandra Rodriguez
    (323) 563-9529
    srodriguez@sogate.org

  - City of Lynwood
    Redevelopment Department
    11330 Bullis Road

Lynwood, CA 90262
Contact: Sarah Magana Withers
(310) 603-0220, ext. 317
F (310) 631-7952
swithers@lynwood.ca.us

- Vouchering:
  Suzanne Trejo
  (310) 603-0220 ext. 601
  strejo@lynwood.ca.us

- **Pasadena** (*Formerly: Altadena/Pasadena*)
  - City of Pasadena
    Economic Development Office
    100 North Garfield Avenue, S-116
    Pasadena, CA 91101
    Contact: Melissa Alva
    Telephone: (626) 744-7347
    Fax: (626)396-8790
    Email: malva@cityofpasendena.net
    Website: http://www.cityofpasadena.net

- **Compton**
  - City of Compton
    Planning Department
    205 S. Willowbrook Avenue
    Compton, CA 90220
    Contact: Robert Delgadillo
    Telephone: (310) 605-5526
    Fax: (310) 761-1488
    Email: rdelgadillo@comptoncity.org
    Website: http://www.comptoncity.org/EZ/enterpriseZone.html

- **Santa Clarita Valley**
  - City of Santa Clarita
    23920 Valencia Blvd., Suite 100
    Santa Clarita, CA 91355
    Contact: Andre Walper
    Telephone: (661) 286-4166
    Fax: (661) 286-4001
    Email: awalper@santa-clarita.com
    Email: voucheringagent@santa-clarita.com
    Website: http://scventerprisezone.com/

- **Harbor Gateway Communities**
  - EWDD
    638 S. Beacon Street, Ste. 327
    San Pedro, CA 90731
    Contact: Adrian Morales Veliz

(310) 732-4657
F (310) 732-4669
adrian.veliz@lacity.org

- **Long Beach**
  - City of Long Beach
    Pacific Gateway Workforce Investment Network
    3447 Atlantic Ave
    Long Beach, CA 90807
    Attn: Karla Olivas
    Contact: Craig Johnson
    Telephone: (562) 570-3842
    Fax: (562)570-3886
    Email: Craig.Johnson@pacific-gateway.org
    Website: http://www.longbeach.gov/cd/workforce/business_services/default.asp

2) Local Agency Military Base Recovery Area (LAMBRA)

Agency:

- Department of Housing and Community Development.

Purpose of Program:

- The program encourages economic growth in former military base areas by attracting reinvestment and re-employing workers. Tax incentives are provided to businesses that utilize space in former military bases.

Type of Funding:

- LAMBRA provides a number of tax incentives to qualifying companies, including:
  - Sales/Use tax credit for Section 1245(a)(3) property (tangible depreciable personal property)
  - Sales/Use tax credit for high technology equipment
  - Sales/Use tax credit for aircraft maintenance equipment
  - Sales/Use tax credit for aircraft components
  - Hiring tax credits for five years
  - Business expense deduction
  - Net operating loss carryover
  - Preference points on state contracts

- LAMBRA incentives are similar but not identical to Enterprise Zone incentives.

Eligibility:

- Businesses located in a fully designated LAMBRA Zone are eligible for program benefits.

Contact Information:

- **Main Office Information:**
  - **Phone & FAX**:
    John Nunn, Jr., Program Manager
    Enterprise Zone Program
    Telephone: (916) 274-0575

FAX (916) 263-2765

- **Mailing Address**:
  Department of Housing & Community Development
  Division of Financial Assistance
  ENTERPRISE ZONE PROGRAMS
  P.O. Box 952054, MS 650
  Sacramento, CA 94252-2054

- **Street Address**:
  2020 West El Camino Avenue, Suite 650
  Sacramento, CA 95833

- Website: http://www.hcd.ca.gov/fa/ez/lambra/

3) California Competes Tax Credit

Agency:

- State Controller's Office.

Purpose of Program:

- The California Competes Credits is an income tax credit available to businesses that want to come to California or stay and grow in California. Tax credit agreements will be negotiated by GO-Biz and approved by a newly created "California Competes Tax Credit Committee," consisting of the State Treasurer, the Director of the Department of Finance, the Director of GO-Biz, one appointee from the Senate, and one appointee of the Assembly.

Eligibility:

- Individuals and business entities that use gas for off-highway purposes are eligible and must file a claim with the program to receive the refund. Typical businesses that qualify for such refunds include farmers, exporters, utilities, military bases, and golf courses.

Contact Information:

- Telephone: (916) 322-0694
- Website: http://business.ca.gov/Programs/CaliforniaCompetes.aspx

4) Gas Tax Refund Program

Agency:

- State Controller's Office.

Purpose of Program:

- The State of California imposes a motor vehicle fuel tax per gallon purchased. The law allows for a refund of the gasoline tax paid if the fuel is used for certain "off-highway" purposes. The State Controller's Office (SCO) processes gasoline tax refund claims.

Eligibility:

- Individuals and business entities that use gas for off-highway purposes are eligible and must file a claim with the program to receive the refund. Typical businesses that qualify for such refunds include farmers,

exporters, utilities, military bases, and golf courses.

Contact Information:

- Telephone: (916) 322-9695
  Fax: (916) 327-7116
  Email: gtr@sco.ca.gov
  Website: http://www.sco.ca.gov/ardtax_gas_tax.html

5) Other Tax Incentives

Agency:

- Employment Development Department (EDD).

Type of Incentives

- The Governor's Office of Business and Economic Development (GO-Biz) was created by Governor Edmund G. Brown Jr. to serve as California's single point of contact for economic development and job creation efforts. GO-Biz offers a range of services to business owners including: attraction, retention and expansion services, site selection, permit streamlining, clearing of regulatory hurdles, small business assistance, international trade development, assistance with state government, and much more.

- The Governor's Office of Business and Economic Development (GO-Biz) includes the following units:
  - Business Development (CalBIS)
  - Permit Streamlining
  - Small Business Assistance
  - Encouraging Innovation and Entrepreneurship
  - International Affairs and Trade Development

Contact Information:

- Governor's Office of Business and Economic Development
  1400 10th Street, 2nd Floor
  Sacramento, CA 95814
  (916) 322-0694 / (877) 345-4633
  Website: http://business.ca.gov/

California Small Business Grants

1) Innovative Clean Air Technologies (ICAT) Program

Agency:

- California Air Resources Board.

Purpose of Program:

- The program provides funding for the demonstration of innovative technologies that reduce air pollution.

Type of Funding:

- Funding is in the form of grants.

Eligibility:

- ICAT funds businesses and entrepreneurs with technical innovations that will improve emission prevention or control. Projects must demonstrate their commercial utility in California. ICAT seeks to assist technologies that help reduce air emissions while promoting new industries and jobs in California, improving industrial productivity and reducing control costs.

Contact Information:

- Seong Park
  Telephone: (916) 324-9287
  Fax: (916) 322-4357
  spark@arb.ca.gov

- Innovative Clean Air Technologies Program
  Research Division
  California Air Resources Board
  1001 I Street, Suite 540
  Sacramento, California 95814
  icat@arb.ca.gov
  http://www.arb.ca.gov/research/icat/icat.htm

2) Electric Program Investment Charge (EPIC)

Agency:

- California Energy Commission.

Purpose of Program:

- EPIC is designed to assist the development of non-commercialized new and emerging clean energy technologies in California, while providing assistance to commercially viable projects. EPIC consists of three program areas funded at a total of $162 million/year:

  - Applied research and development ($55 million/year);
  - Technology demonstration and deployment ($75 million/year), and;
  - Market facilitation, consisting of market research, regulatory permitting and streamlining, and workforce development activities ($15 million/year).

Type of Funding:

- Most of the funding is in the form of award contracts and/or grants.

Eligibility:

- EPIC solicitations will be open to all public and private entities and individuals interested in electricity related applied research, technology demonstration and market facilitation. Eligibility for receiving EPIC funding through the competitive process is based upon the specific screening and scoring criteria set forth in the solicitation application manual.

- **Program Eligibility Requirements:**
  - **Applied Research and Development**
    - 3-Year Program Area Funding: Up to $158.7 million
    - Estimated Min./Max. Award per Recipient: $250,000 to $3 million
    - Match Funding Requirement*: None
    - Estimated Funding to Match Federal Program Investments: Up to 10% to support federal cost share opportunities
  - **Technology Demonstration and Deployment**
    - 3-Year Program Area Funding: Up to $129.8 million ($27 million for bioenergy)
    - Estimated Min./Max. Award per Recipient: $1 million to $5 million ($100,000 to $5 million for bioenergy projects)
    - Match Funding Requirement: 20 percent of the requested EPIC funds
    - Estimated Funding to Match Federal Program Investments: Up to 10% to support federal cost share opportunities
  - **Market Facilitation**
    - 3-Year Program Area Funding: $43.3 million
    - Estimated Min./Max. Award per Recipient: $25,000 to $3 million
    - Match Funding Requirement: None
    - Estimated Funding to Match Federal Program Investments: None

***Note**: In the area of Applied Research and Development, matched funding isn't a requirement, but proposals that do provide matched funding will typically score higher

Contact Information:

- Erik Stokes
  California Energy Commission
  1516 Ninth Street, MS-43
  Sacramento, CA 95814
  Telephone: (916) 327-1399
  Email: Erik.Stokes@energy.ca.gov

- Pamela Doughman
  California Energy Commission
  1516 Ninth Street, MS-45
  Sacramento, CA 95814
  Telephone: (916) 651-2934
  Email: Pamela.Doughman@energy.ca.gov

3) The Buy California Initiative

Agency:

- Department of Food and Agriculture.

Purpose of Program:

- The program boosts consumption of California's agricultural commodities and assists and support activities that promote specialty crop producers.

Type of Funding:

- Grants are available in a variety of categories.*

Eligibility:

- Grants are offered to companies concerned with critical issues associated with program areas such as research, agricultural education, nutrition, food safety, and pest and disease eradication.

Contact Information:

- Crystal Myers
  Director of Grant Management Program
  1220 N St, Suite A-400
  Sacramento, CA 95814
  Telephone: (916) 657-3231
  Fax: (916) 651-7899
  Email: Grants@cdfa.ca.gov
  Website: http://www.cdfa.ca.gov/Specialty_Crop_Competitiveness_Grants/

***Note**: Funding for the 2014 SCBGP is contingent upon passage of a Farm Bill and the available funding from the U.S. Department of Agriculture, Agricultural Marketing Service.

4) Tire Grant Program

Agency:

- Integrated Waste Management Board.

Purpose of Program:

- The program promotes the reduction of waste tires going to landfills and eliminates the stockpiling of waste tires. Grant programs fund the cleanup and abatement of old tires, the recycling of tire materials, and the education of proper disposal of tires.

Type of Funding:

- Grants are provided in specific tire areas, including:
  - Local Government Waste Tire Cleanup
  - Rubberizes Asphalt Concrete
  - Waste Tire Amnesty Day
  - Waste Tire Enforcement
  - Waste Tire Playground Cover
  - Waste Tire Production Commercialization
  - Waste Tire Track and Other Recreational Surfacing.

Eligibility:

- Eligibility varies, depending on the type of project. Businesses that focus on research, business assistance, market development, product procurement, amnesty events, and tire pile clean-up may qualify.

Contact Information:

- Calvin Young, Program Supervisor
  Telephone: (916) 341-5062
  Toll-free: (866) 896-0600
  Email: Grants@calrecycle.ca.gov
  Website: http://www.ciwmb.ca.gov/Tires/Grants/

5) Underground Storage Tank Clean-up Fund – RUST Grants

Agency:

- State Water Resources Control Board.

Purpose of Program:

- The program helps owners and operators of small independent underground storage tanks comply with legislative mandates enacted in 1999 (SB 989) to enhance underground tanks and monitoring systems.

Type of Funding:

- Typically, loans are provided to facilitate any of the following: plans, permits, drawings; excavation and removal of tanks, lines, and dispensers; installation of new tanks, lines, dispensers, under-dispenser containments, electronic monitoring systems, and enhanced vapor recovery systems. Also, funding is offered to water boards and other regulatory agencies in the event of an emergency situation, or to clean up a site that proposes a health or safety threat.

Eligibility:

- Small business owners or operators of underground petroleum storage tanks are eligible. Applicants must provide evidence that their site(s) will be in state compliance once funds are applied to the project. Other eligibility can be found in Health & Safety Code section 25299.102.

Contact Information:

- Janice Clemons
  Division of Clean Water Programs
  (916) 341-5657
  P.O. Box 944212
  Sacramento, CA 94244-2120
  jclemons@waterboards.ca.gov
  http://www.waterboards.ca.gov/water_issues/programs/ustcf/rust.shtml