



LMI Advisory Group Meeting
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Justin Wehner
Research Analyst, Policy and Research Planning

Agenda

- **Introduction to GoED**
 - GoED Objectives
- **GoED Resources**
 - California Business Investment Services (CALBIS)
 - Small Business
 - Small Business Advocate
 - Small Business Development Centers (SBDC)
 - International Trade
 - Permit Assistance
 - Innovation and Entrepreneurship
 - Overview of iHubs



Introduction to GoED

- On April 8th, 2010, Governor Schwarzenegger created the Governor's Office of Economic Development (GoED):
 - Joel A. Ayala named as director
 - One-stop shop to streamline state bureaucracy for businesses looking to start, expand, or relocate to California
 - Consolidated the state's fragmented economic development resources into one centralized entity
 - Created a comprehensive Web portal for businesses



Introduction to GoED

- On April 8th, 2010, Governor Schwarzenegger created the Governor's Office of Economic Development (GoED):
 - Little Hoover Commission Report
 - “Making Up For Lost Ground: Creating a Governor's Office of Economic Development”
 - Development and implementation of strategic policies and partnerships with the private sector, community, local, and national organizations to facilitate and stimulate economic growth
 - Enhancement of human and capital infrastructure and increase California's competitive advantage in the global marketplace



GoED Objectives

- Create Jobs, Generate Revenue, Provide a Higher Standard of Living by attracting, growing, and retaining businesses:
 - Facilitate business opportunity with a high level of customer service
 - Establish the state as a wholesaler of resources
 - Eliminate economic development silos
 - Leverage existing resources
 - Support local economic development efforts
 - Demonstrate accountability



GoED Resources

- To assist in California's eventual recovery, GoED provides a variety of resources as a one-stop center for businesses:
 - California Business Investment Services
 - Small Business Advocate
 - International Trade
 - Permit Assistance
 - Innovation and Entrepreneurship
 - Small Business Development Centers



California Business Investment Services (CALBIS)

- Assist the expansion, attraction, and retention of high-value job generating business investments:
 - Site selection assistance
 - Incentives and financial resource information
 - State and local permit support
 - Workforce, economic and demographic data
- Provide “One Stop” and single point of contact for employers, corporate real estate executives, and site location consultants considering California for new business investment and expansion
- Promote and present all of California



Small Business

- Small Business Advocates
 - Increases small business participation in state contracting
 - Reduces overly burdensome regulations
 - Promotes California's economic recovery
 - Governor's Conference on Small Business
 - May 6, 2010 at the Oakland Marriott City Center
 - 800+ Attendees



Small Business

- Small Business Development Centers (SBDC)
 - Provides consulting, training and coaching to California businesses:
 - Assists businesses with government contracting, securing capital, commercialization of technology, strategic planning and startup needs
 - Provides information and support for:
 - Defining a business
 - Registering a business
 - Setting up a facility
 - Administering employees
 - Operating a business
 - Small Business Procurement Support



International Trade

- Expands international trade opportunities:
 - Creates value for firms, organizations and entrepreneurs by leveraging the California brand
 - Trade mission to China, Japan, and South Korea
 - One example is the goal of high speed rail in CA
- Federal trade policy
 - Communicates grievances to the federal government to improve federal trade policy
 - Lobbyists/international trade play that role



International Trade (Con't)

- Assistance to international businesses:
 - Export and import
 - Trade barriers
 - Working within trade agreements
 - Facilitate the EB-5 Visa program
 - \$1,000,000 investment for path to citizenship
- Continuous improvement:
 - Integrate international trade and investment into state's economic development strategy
 - Develop a foreign direct investment program



Permit Assistance

- Provides permit identification and regulatory compliance assistance
 - California Environmental Quality Act (CEQA)
 - Accommodate expansion and location projects with properly-zoned, infrastructure-rich industrial and commercial sites
- CalGOLD website:
 - Links and contact information to permitting agencies
- The permit assistance staff acts as:
 - Neutral third-party facilitator
 - Confidential and free service



Innovation and Entrepreneurship (iHubs)

- Stimulates partnerships, economic development, and job creation around specific research clusters through the state's **Innovation Hub (iHub)** initiative and other outreach efforts
- **Innovation Hubs (iHubs)**
 - i-GATE (Livermore, CA)
 - OCTANe (Orange County, CA)
 - Sacramento iHub (Sacramento, CA)
 - North Bay iHub (Sonoma, CA)
 - Greater Mission bay Area iHub (San Francisco, CA)
 - Coachella Valley iHub (W. Coachella Valley/Palm Springs, CA)
 - San Diego iHub (San Diego and Imperial Counties)



What is an iHub?

- An iHub is the creation of a **local collaborative**:
 - **Comprised of** government entities, universities, businesses, venture capitalist networks and non-profit economic development organizations
 - Anchored by at least **one major university or research center/institution** and typically contains assets such as research parks, technology incubators, business accelerators and federal laboratories
 - Targets **young, innovative** companies that have been in business for **less than eight years** in a technology cluster identified by the local consortium



What Does an iHub Do?

- The iHubs are designed to **strengthen the collaboration and support networks** of the State's entrepreneurs to **deliver new ideas and technologies to market**:
 - Removes barriers to public-private collaboration needed to commercialize technology
 - Promotes investment around research clusters
 - Provides an innovation platform for research clusters, startup companies, government entities, business groups and venture capitalists



Examples of iHubs

- Specific organizations awarded iHub designations in the first round include:
 - i-GATE (Livermore Valley) with a focus on **clean technology and green energy**
 - OCTANe (Orange County) with a focus on **biomedical, information, and clean technologies**
 - Greater Mission Bay Area iHub (San Francisco) with a focus on **biotechnology**
 - Sacramento iHub (Sacramento) with a focus on **clean and medical technologies**
 - North Bay iHub (Sonoma) with a focus on **sustainable resources and socially-relevant technologies**
 - Coachella Valley iHub (Western Coachella Valley/Greater Palm Springs) with a focus on **entrepreneurship and clean technology commercialization.**



Next Steps for iHubs

- The creation of an **iHub Advisory Board** to focus on long term sustainability, comprised of innovation-minded professionals, economic development professionals, educational professionals, the California legislature, potential funding sources and a few of the designated iHubs
- The **Round II application process** for iHub designation is currently open. Applicants can submit an application by July 22



Next Steps for iHubs (Con't)

- The GoED Innovation Team is working to **secure a permanent source of funding** for the designated iHubs. At the current time, iHubs are encouraged to continue to secure funding through their own mechanisms, however their state designation affords them the **full support of the Governor's Office of Economic Development**





Home

Why CA

Start a Business

Relocate or Expand a Business

Workforce

Small Business

Additional Resources

Biotechnology. Not only do we work in our jeans, it's in our genes.

SEARCH

CALIFORNIA BUSINESS SUCCESSES

SUNPOWER

SunPower brings their first U.S. solar panel manufacturing plant to the Bay Area

[Read more »](#)

1 2 3 4 5

GET HELP FROM A BUSINESS SPECIALIST

Whether you're starting a business, looking to expand, or wondering about a particular policy or procedure, we have answers. Contact one of our business specialists to **get the help you need.**

For general information: (877) 345-GOED / (916) 322-0694
1130 K St, Sacramento CA, 95814

Business@gov.ca.gov

[CONTACT A BUSINESS SPECIALIST](#)

UPCOMING EVENTS

JUN 29 [CA Workforce Investment Board - Green Energy Summit](#)
6/29/2010 8:30 AM - 5:00 PM

BUSINESS NEWS

[View Past Business News](#)

FIND A LOCAL RESOURCE

Use our interactive maps to find local Enterprise Zones, iHub Innovation Centers and Foreign Trade Zones



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[Local Economic Development Partners](#)

[Team California](#)

PERMIT LOOKUP

Ca/GOLD Business Permits Made Simple

Find Agencies that register businesses and issue licenses, all in one place.

[BEGIN SEARCH](#)

Conclusion of Overview

- GoED provides services to help:
 - Big businesses, small businesses, and international businesses
 - Promote innovation and the creation of new companies
 - Build partnerships, promote collaboration, and coordinate a statewide economic development strategy
 - **Stimulate economic development in California**





California



Governor's Office of Economic Development
1130 K Street, Suite 101
Sacramento, CA 95814

1.877.345.4633

www.business.ca.gov