

Federal and State Resources for Economic Development and Recovery



**Governor's Office of Business and
Economic Development (GO-Biz)**

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Local Economic Recovery

1. Business Assistance & Investment

- Small Business (OSBA, CA Relief Grant)
- Tax Credits (CalCompetes, New Employment Credit)
- Southern California Edison Economic Development Rate

2. Local Economic Development

- Local Economic Development Liaison Services
- Leveraging Place-Based for Recovery
- Tax Increment Financing



3. Looking Forward

- State and Federal Funding
- Governor's Proposed Budget
- Staying Connected



Governor's Office of Business and Economic Development (GO-Biz)



GO-Biz Mission

- Point of contact for economic development and job creation efforts
- Offers services to business owners, communities, and site selectors



California Business Investment Services

- Tailored consultation, site selection, and incentive navigation for business



Local Economic Development Liaison Services

- Tailored consultation for communities / local governments / EDO's
- Opportunity Zones, Tax Increment Financing Tools, Promise Zones

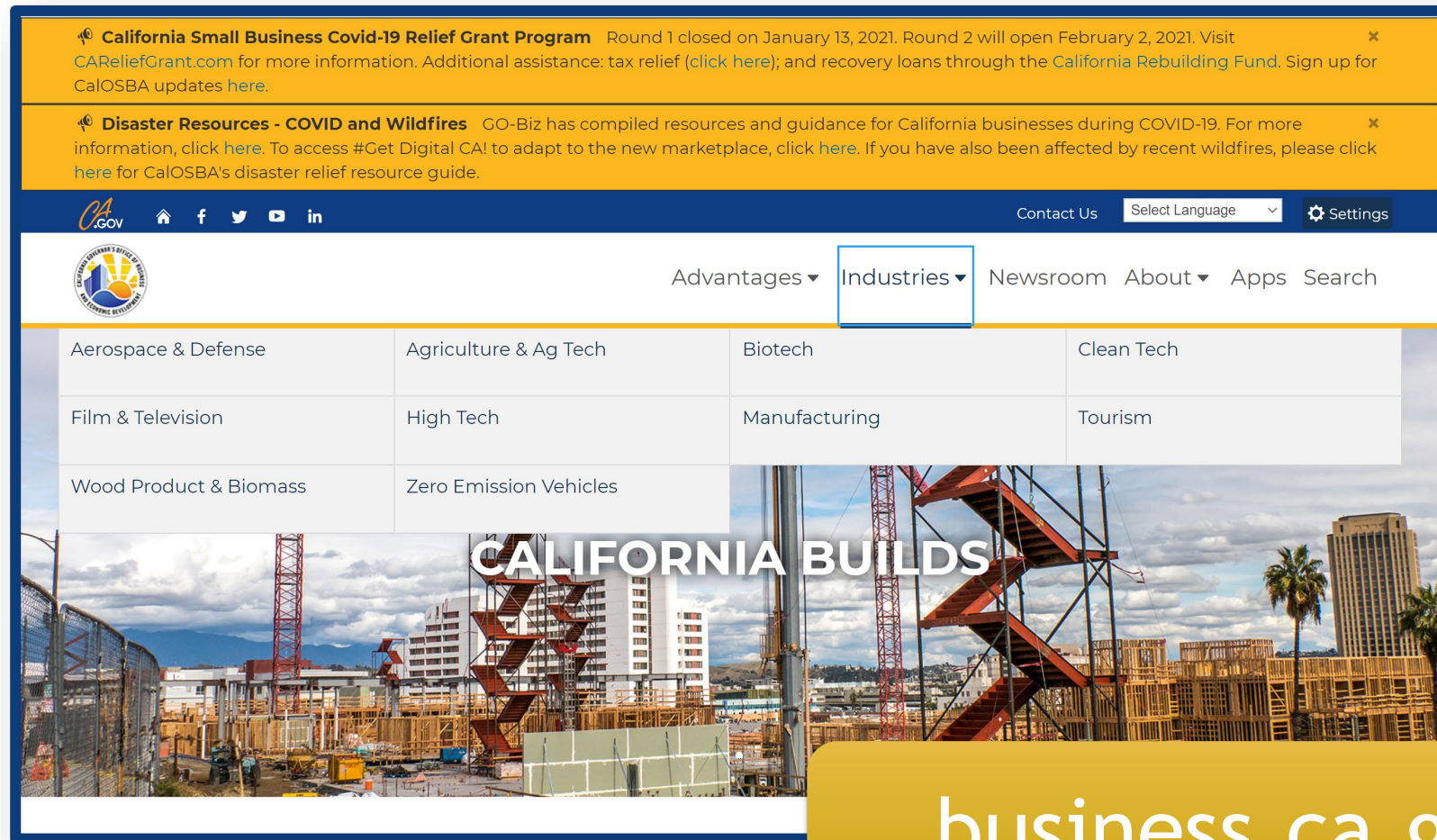


Additional GO-Biz Teams / Services

- Permit Assistance, International Affairs & Trade, Office of the Small Business Advocate, External Affairs, California Competes Tax Credit

Incentives for California Businesses

GO-Biz provides no-cost, confidential services for incentive navigation.



The screenshot displays the business.ca.gov website. At the top, there are two orange banners with news about the California Small Business Covid-19 Relief Grant Program and disaster resources. Below these is a dark blue navigation bar with the CA.GOV logo, social media icons, and links for Contact Us, Select Language, and Settings. A main navigation bar features 'Advantages', 'Industries' (highlighted with a blue box), 'Newsroom', 'About', 'Apps', and 'Search'. The 'Industries' dropdown menu is open, showing a grid of industry categories: Aerospace & Defense, Agriculture & Ag Tech, Biotech, Clean Tech, Film & Television, High Tech, Manufacturing, Tourism, Wood Product & Biomass, and Zero Emission Vehicles. Below the menu is a large banner image of a construction site with the text 'CALIFORNIA BUILDS' overlaid. A red curved arrow on the right points from the top banners down to the 'Industries' menu.

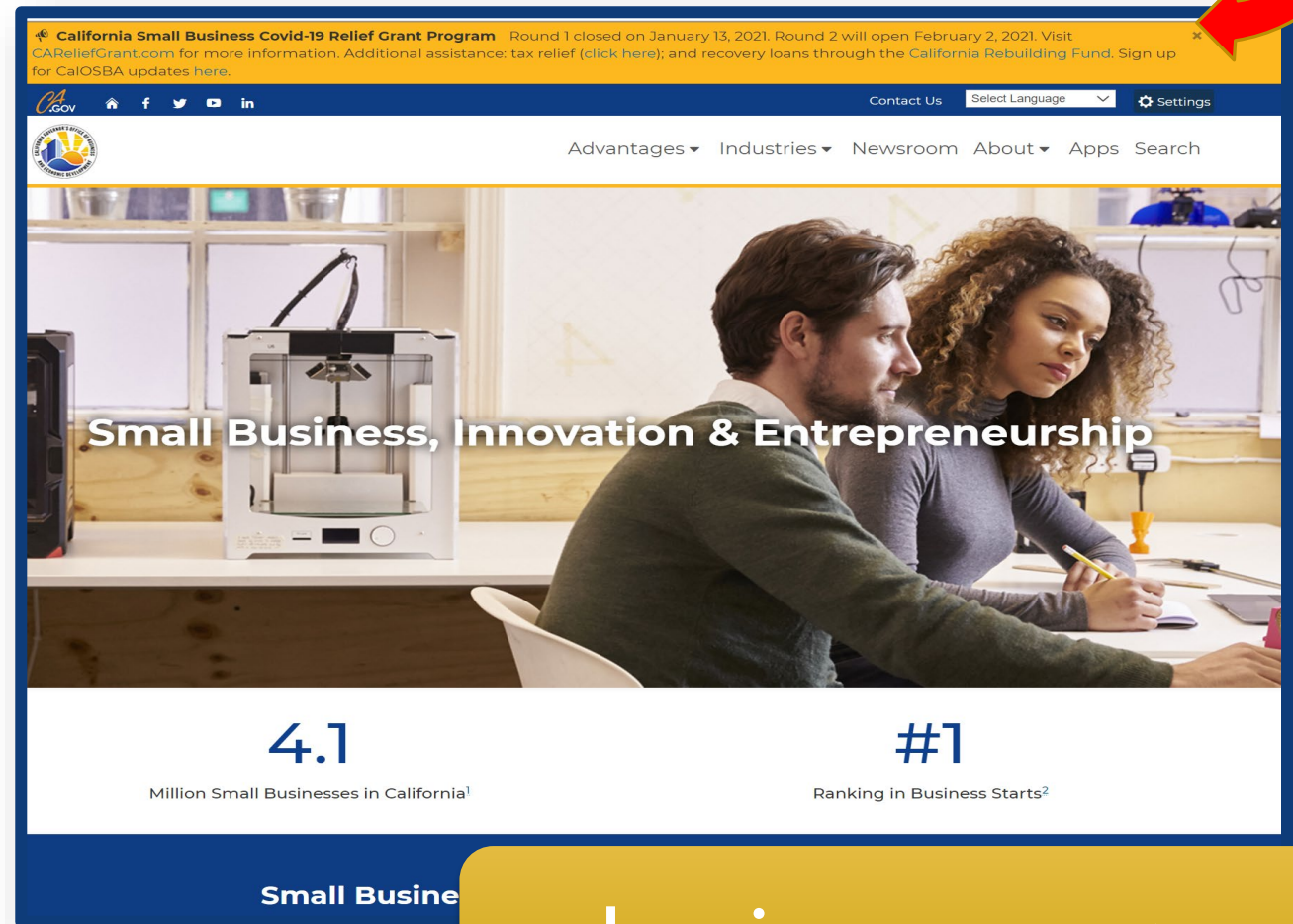
Aerospace & Defense	Agriculture & Ag Tech	Biotech	Clean Tech
Film & Television	High Tech	Manufacturing	Tourism
Wood Product & Biomass	Zero Emission Vehicles		

business.ca.gov

California Office of the Small Business Advocate

The California Office of the Small Business Advocate (CalOSBA) helps support economic growth and innovation for California's small businesses, entrepreneurs, and innovative startups.

- CA Relief Grant, CA Rebuilding Fund, Future Small Business Incentives
- Direct Assistance: State Resources
- Content: Trainings/ Webinars
- Local Assistance: Network of Small Business Centers: business.ca.gov/centers



business.ca.gov

California Small Business COVID-19 Relief Grant

- **Small business grants from \$5000 - \$25,000**
 - Governor Newsom signed early action to provide ~\$2.1b
 - Includes non-profit cultural institutions
 - Announced future rounds:
 - Round 3: March 5th – March 11th (closed round for those that were waitlisted in Rounds 1 and 2. New applicants not accepted.)
 - Round 4: March 16th – March 23th (non-profit cultural institutions only)
 - Round 5: March 25th – March 31st (open to all eligible)
 - Round 6: Date TBA
- **Application:**
 - Apply through Lendistry with statewide network of community-based partners and lenders



California Competes Tax Credit Program (CCTC)

- **Credit against income tax due to Franchise Tax Board**
 - Non-refundable / 6 tax year carryover
 - Next Application Periods:
 - **March 8, 2021 – March 29, 2021** (\$71.1 million plus any remaining unallocated amounts from the previous application periods)
 - Three webinars **3/10, 3/18,** and **3/23**
- **Use and accountability:**
 - For business expansion, retention, and attraction
 - Tied to achieving contract employee/investment milestones



Examples: California Competes Tax Credit Awardees

Awardee List								
A comprehensive list of every business that has received a California Competes Tax Credit								
Column visibility		Print		Show 10 entries		Search: industry		
Name	Download Link	Primary Location(s)	Industry	Net Increase of Full-Time Employees	Investments	Amount of Tax Credit	Date Agreement Approved (yyyy/mm/dd)	Amount Recaptured
Proterra, Inc.	Open PDF	City of Industry and Burlingame	Electric Automobile Manufacturing	432	\$85,967,500	\$7,500,000	2017/04/13	
Prolacta Bioscience, Inc.	Open PDF	Duarte, City of Industry, and Unknown	Biological Product Manufacturing	266	\$20,100,000	\$2,000,000	2017/06/15	
Willdan Group, Inc.	Open PDF	Anaheim, Fresno, City of Industry, and Oakland	Engineering and Energy Efficiency Consulting Services	100	\$2,700,000	\$845,000	2016/11/17	
Torrid Merchandising, Inc.	Open PDF	City of Industry	Clothing Design and Headquarters Expansion	132	\$2,500,000	\$800,000	2018/04/12	
Gordon Brush Mfg. Co., Inc.	Open PDF	City of Industry	Brush Manufacturing	54	\$15,650,000	\$800,000	2015/01/15	\$200,000
Ultimate Formulations, Inc.	Open PDF	City of Industry	Pharmaceutical Product Development and Manufacturing	35	\$6,111,000	\$450,000	2016/06/16	
Sunshine Butter Company**	Open PDF	City of Industry	Dairy Processing and Production	51	\$20,500,000	\$325,000	2015/01/15	
Holland & Bennett Brands LLC	Open PDF	Los Angeles	Beauty Industry Consulting	77	\$1,600,000	\$297,000	2016/06/16	
Snak-King Corp.	Open PDF	City of Industry	Snack Food Manufacturing and Distribution	25	\$16,750,000	\$100,000	2015/06/18	
Health One Pharmaceutical Inc.	Open PDF	City of Industry	Health Supplement Manufacturing	10	\$5,643,008	\$50,000	2014/06/19	\$50,000
Showing 1 to 10 of 13 entries (filtered from 1,089 total entries)						Previous Next		



New Employment Credit

- **Income tax credit at 35% of qualified wages up to 5 years**
- **Eligible employees include:**
 - Unemployed for longer than 6 months immediately preceding hire
 - Veteran separated from U.S. Armed Forces in the preceding 12 months
 - Earned Income Tax Credit recipient in previous taxable years
 - Ex-offender convicted of a felony
 - Current CalWORKS or general assistance recipient
- **Pay Qualified Wages**
 - Wages must exceed 150% of the employer's State minimum wage
- **Within a Designated Geographic Area (DGA)**
 - Designated census tracts that have the highest unemployment and highest poverty in the State



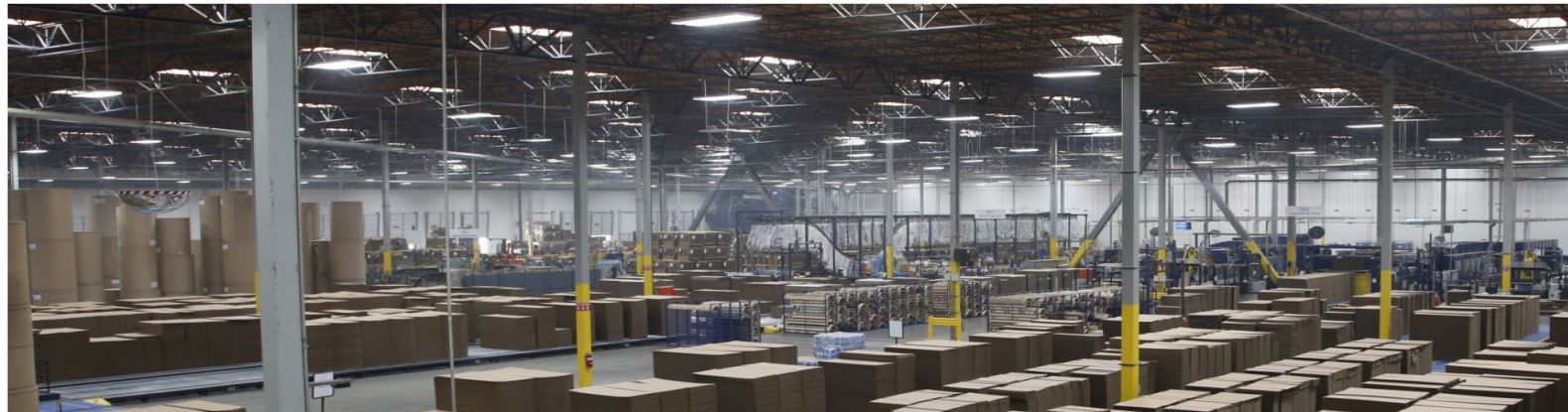
SCE Economic Development Rate

12% over 5 years reduction utility bill. You must provide a business case demonstrating your critical need for the EDR program and present a viable out-of-state option or facility closure.



Economic Development Rate Program

Helping to Bring Down Your Cost of Doing Business



The Economic Development Services (EDS) team at Southern California Edison is available to assist your business and help you grow in Southern California. We offer an energy discount through our Economic Development Rate (EDR) program to attract, retain, or expand your business operations in our service territory versus out of state. Specifically, the program offers a 12% discount on your energy bill over a 5-year period.

The EDR program discount is available to SCE Bundled Service, Direct Access**, and Community Choice Aggregation** business customers. As an eligible business customer, you may benefit from one of the following five-year discount options that are applied to your electric bill:

[sce.com/business](https://www.sce.com/business)

Local Economic Development Liaison Services

GO-Biz provides no-cost, confidential services for local economic development to California communities.

Place-Based

- Opportunity Zones / Promise Zones
- Tax Increment Financing Tools
- Local Facilities Districts

Community Development

- Community Development Block Grant Program (CA HCD)
- Transformative Climate Communities (CA SGC)
- 501(c)(3) / Exempt Facility Bonds (CA IBank)

Housing and Infrastructure

- Infill Infrastructure Grant Program (CA HCD)
- Senate Bill 1 Funding
- Infrastructure State Revolving Fund (CA IBank)

Sustainable Development

- Targeted Site Investigation Program (CA DTSC)
- California Lending for Energy and Environment Needs (CA IBank)



City of Ontario – TCC
* Qualified Opportunity
Fund (QOF) in Affordable
Housing

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CA .GOV


CA OPPORTUNITY ZONES

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Welcome to the California Opportunity Zone Portal


Opportunity Zones are a new tool for community development. Established in the Tax Cuts and Jobs Act of 2017, Opportunity Zones provide tax incentives for investment in designated census tracts. California Opportunity Zones will support new investments in environmental justice, sustainability, climate change, and affordable housing.



[About OZs](#)



[OZ Toolkit](#)



[For Partners](#)

879

Designated Opportunity Zones in California

57

Counties in California that include at least one Opportunity Zone

3,000,000

Californians living in Opportunity Zones

[Sign Up For More Information](#)



opzones.ca.gov

Example: Added OZ Benefit – Program Leverage

Cities and counties across California are leveraging place-based designations to leverage grants, tax credits, loans...

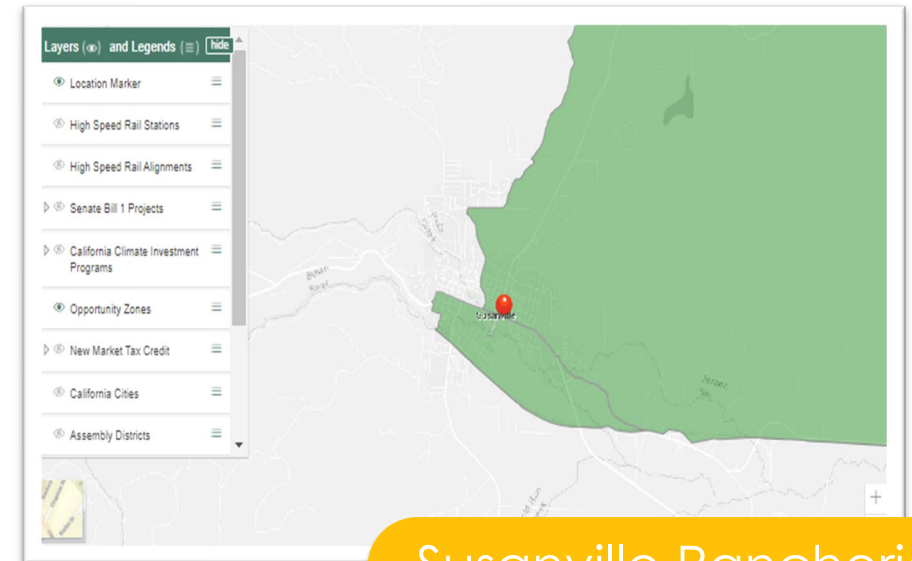
Federal Grants and Programs

- 330+ Grants and Programs with Preferential Pointing/Consideration with Opportunity Zones
- Opportunity to pair private capital with public investment with federal funds



Example – Susanville Rancheria

- **National Tribal Broadband Grant (NTBG)**
- Bureau of Indian Affairs (BIA) \$47,016
- **Brownfields Cleanup Grant**
- Environmental Protection Agency (US EPA) \$441,545



Susanville Rancheria

Example: Added OZ Benefit – Program Leverage

Cities and counties across California are leveraging place-based designations to leverage grants, tax credits, loans...

Infrastructure For Rebuilding America

U.S. Department of Transportation Announces FY 2021 Round of the Infrastructure for Rebuilding America (INFRA) Grant Program

WASHINGTON – The U.S. Department of Transportation (USDOT) today announced it is seeking applicants for the FY 2021 round of the Infrastructure for Rebuilding America (INFRA) discretionary grant program to fund transportation projects of national and regional significance that are in line with the Biden Administration's principles for national infrastructure projects that result in good-paying jobs, improve safety, apply transformative technology, and explicitly address climate change and racial equity. The funding available for this year's grants totals approximately \$889 million.

The Department recognizes the role that infrastructure investment plays in economic development and job creation, and the added urgency of this funding at time when the COVID-19 pandemic has put stress on state and local budgets.



Example: Added OZ Benefit – Program Leverage

Cities and counties across California are leveraging place-based designations to leverage grants, tax credits, loans...

For the first time, the USDOT seeks INFRA projects that address climate change and environmental justice. Projects will be evaluated on whether they were planned as part of a comprehensive strategy to address climate change, or whether they support strategies to reduce greenhouse gas emissions such as deploying zero-emission-vehicle infrastructure or encouraging modal shift and a reduction in vehicle-miles-traveled.

Racial equity will also be considered as a selection criterion, to the extent that project sponsors have completed equity-focused community outreach, and projects are designed to benefit underserved communities. The Department will also consider whether the project is located in a federally designated community development zone, including qualified Opportunity Zones, Empowerment Zones, Promise Zones, or Choice Neighborhoods.

USDOT seeks projects that apply innovative technology, delivery, or financing methods with proven outcomes to deliver projects in a cost effective manner. The Department will make awards under the INFRA program to both large and small projects. For a large project, the INFRA grant must be at least \$25 million. For a small project, the grant must be at least \$5 million. Under statutory requirements, 10 percent of available funds are reserved for small projects, and the Department must award at least 25 percent of funding for rural projects. INFRA grants may be used to fund a variety of components of an infrastructure project, however, the Department is specifically focused on projects in which the local sponsor is significantly invested and is positioned to proceed rapidly to construction. Eligible INFRA project costs may include: reconstruction, rehabilitation, acquisition of property (including land related to the project and improvements to the land), environmental mitigation, construction contingencies, equipment acquisition, and operational improvements directly related to system performance.



Tax Increment Financing for Recovery

Cities and counties across California are exploring tax-increment financing for COVID-19 economic response and recovery...



Tool used by municipal governments to stimulate economic development in a targeted geographical area.

Similar and akin to Redevelopment



TIF districts are used to **finance** redevelopment projects or other investments using the anticipation of future **tax** revenue resulting from new development.



Leverage other funding sources, do economic development in interim

Infrastructure
Business assistance
Affordable housing



Tax Increment Financing for Recovery

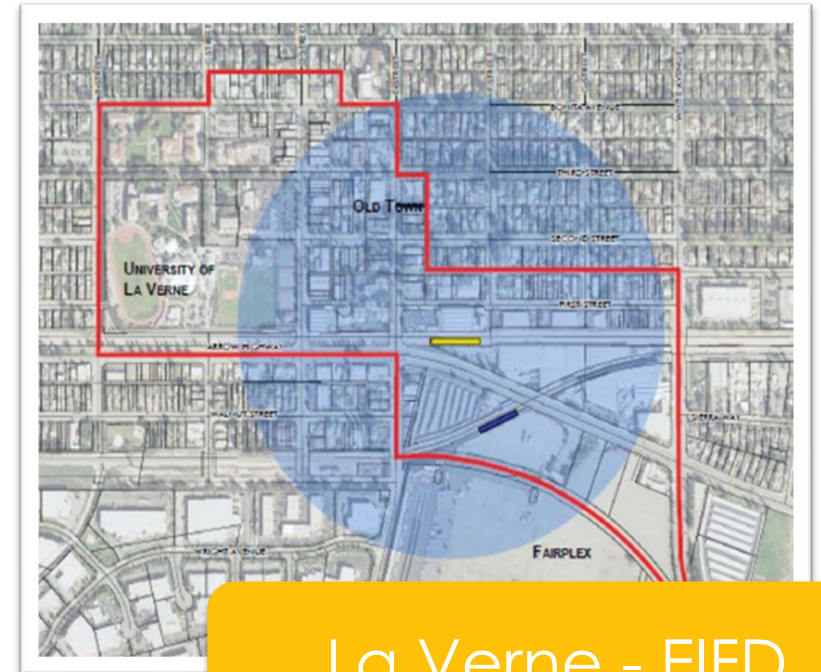
Cities and counties across California are exploring tax-increment financing for COVID-19 economic response and recovery...

TIF Tools and Special Districts

- Enhanced Infrastructure Financing District (EIFD)
- Community Revitalization & Investment Authority (CRIA)
- Others: AHAs, SIFDs, IFDs, NIFTIs, IFRDs, WHOZs, IRFD's, HSDs, and ADPs
- Affordable housing, infrastructure, urban greening, transit-oriented development, small business grants

Why Tax Increment Financing for Recovery?

- Increased eligibility for State/Federal Funding
- Attract and shape private capital investment
- Fund support for small businesses / small business corridors
- Improve project viability. Longer lasting (up to 45 years).



La Verne - EIFD

Tax Increment Financing for Recovery

Cities and counties across California are exploring tax-increment financing for COVID-19 economic response and recovery...

FIGURE E1: SUMMARY OF TAX INCREMENT FINANCING TOOLS AND KEY ATTRIBUTES

TIF Tool (Year Established)	Rules for Establishment	Allowable Sources of Tax Increment	Affordable Housing Requirement ^(a)	Geographic Requirement
IFD (1990)	2/3rds vote for formation and issuing bonds	- Property tax	- 20% of units constructed by the IFD must be affordable	None
EIFD (2014)	Public hearing and protest process	- Property tax - Property tax in lieu of VLF	- None	None
IRFD (2014)	2/3rds vote for formation and issuing bonds	- Property tax	- 20% of units constructed by the IRFD must be affordable	None
CRIA (2015)	Public hearing and protest process	- Property tax - Property tax in lieu of VLF	- 25% of revenues allocated to affordable housing - 30% of units constructed by CRIA must be affordable - 15% of units constructed by other entities must be affordable	Targets disadvantaged communities that meet specific income requirements and other socioeconomic criteria
AHA (2017)	Public hearing and protest process	- Property tax - Property tax in lieu of VLF - Sales and use tax	- 95% of revenues allocated to affordable housing	None
NIFTI-1 (2017)	Public hearing and protest process	- Property tax - Property tax in lieu of VLF - Sales and use tax	- 20% of revenues allocated to affordable housing - 20% of units constructed within the district must be affordable	Qualified infill site (urban area)
NIFTI-2 (2018)	Public hearing and protest process	- Property tax - Property tax in lieu of VLF - Sales and use tax	- 40% of revenues allocated to affordable housing	Qualified infill site (urban area) + within 1/2 mile of a major transit stop

(a) For details on specific income levels targeted, see Appendix A for additional details on each TIF tool.

VLF = Vehicle License Fee

Source: Strategic Economics, 2020.



Tax Increment Financing for Recovery

Cities and counties across California are exploring tax-increment financing for COVID-19 economic response and recovery...

Community Revitalization and Investment Authority (CRIA)

- Infrastructure / public works
- Civic infrastructure
- Parks / libraries
- Healthcare infrastructure (clinic)
- Assist business (grants and loans)
- Aid tenants to upgrade building/infrastructure
- Affordable housing requirement
- Only specified areas eligible
- Acts as independent body under community redevelopment law
- Eminent domain authority under limited use cases

Enhanced Infrastructure Financing District (EIFD)

- Infrastructure / public works
- Civic infrastructure
- Transit / rail projects
- Parks / libraries
- Roads / bridges / transit
- Military base reuse if applicable
- Formulated with Infrastructure Financing Plan
- Under infrastructure law not community development law
- No housing restrictions (like CRIA)

Building Local Recovery Inventory / Ready the Capital Stack

Cities and counties across California are building inventories of where they have leverage or opportunity for funding/economic development and layering resources for their capital stacks...

Identifying existing investments and Place-Based Designations/Data

- Tax Rate Areas / Unemployment Census Tract Data
- 2021 TCAC/HCD Opportunity Areas
- Cal Enviroscreen 4.0
- Senate Bill 1 Projects
- Opportunity Zones
- HUB Zones
- Low Income Housing Tax Credit Areas
- New Employment Tax Credit Areas
- New Market Tax Credit Areas
- Recycling Market Development Zone
- Local Joint Power Authorities / Unique Eligible Exempt Facilities (i.e. airports)

Priming, Aligning, and Developing Capital Stack

- **Local**
 - Tax Increment Financing
 - Business Improvement Districts
 - Community Facilities Districts
- **State**
 - CA Climate Investments / Cap-And-Trade
 - Senate Bill 1 Funding
 - State Tax Credits (CalCompetes, R&D)
- **Federal**
 - Community Development Block Grant
 - Economic Development Administration
 - Site Development – Region IX US EPA
- **Financing / Capital**
 - Qualified OZ Funds / Local Lending Partners
 - Infrastructure Loans / Exempt Facilities Bonds
 - Green Bonds / Industrial Development Bonds

Building Local Recovery Inventory / Readying the Capital Stack

Cities and counties across California are building inventories of where they have leverage or opportunity for funding/economic development and layering resources for their capital stacks...

Local

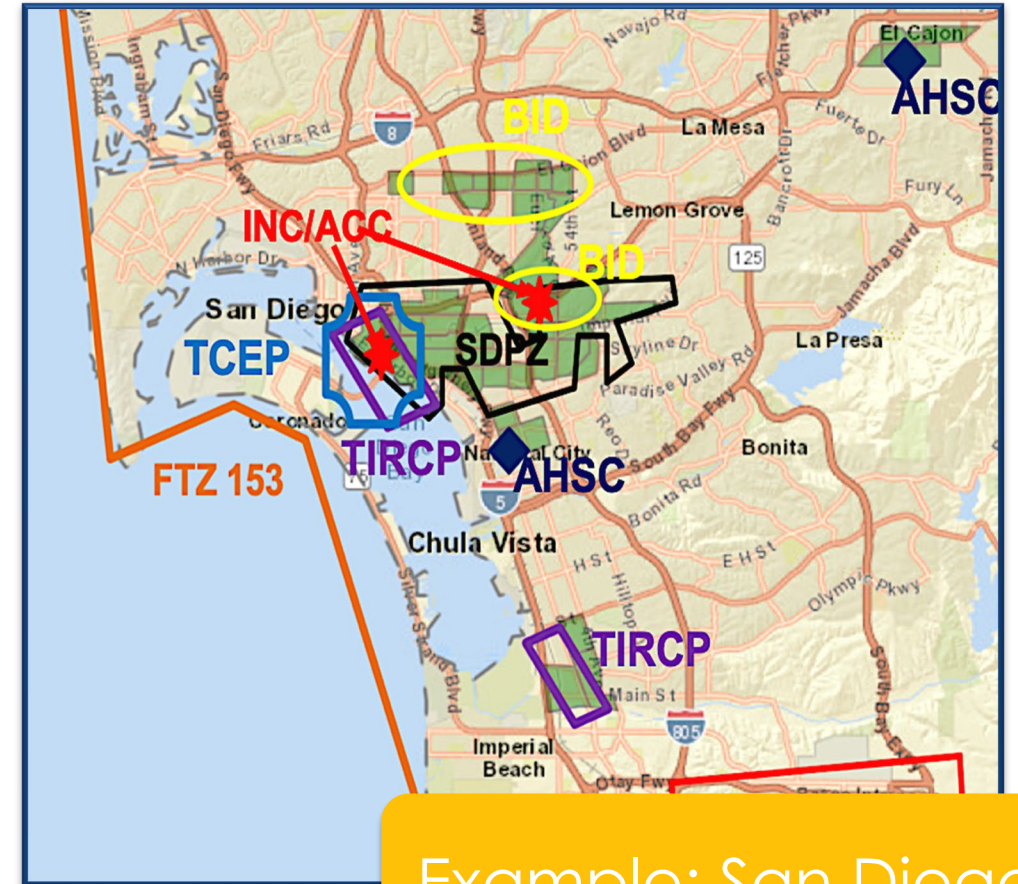
- Otay Mesa Enhanced Infrastructure Financing District (EIFD)
- Business Investment District (BID)
- Incubator/Accelerators (INC/ACC)

State

- Affordable Housing Sustainable Communities (AHSC)
- Trade Corridor Enhancement Program (TCEP)
- Transit and Intercity Rail Capital Program (TIRCP)

Federal

- San Diego Promise Zone (SDPZ)
- Opportunity Zones (OZ)
- Foreign Trade Zone (FTZ) 153



Example: San Diego

Building Local Recovery Inventory / Readying the Capital Stack

Cities and counties across California are building inventories of where they have leverage or opportunity for funding/economic development and layering resources for their capital stacks...

Develop
Economic
Development
Goals for
Community

Foster
Community-
Led Projects
Inclusive of all
Parties


Utilize Other
Sources of
Funding
(Federal,
State, Local)

Build Narrative
and Pipeline
to Positive
Investment



State Funding Spotlight: California Grants Portal

Grants.ca.gov is managed and hosted by the California State Library and provides a centralized location to find state grant opportunities in the State of California.



Find GrantsAbout This SiteUsing This SiteFor State AgenciesSubscribeNewsContact

[Subscribe to our newsletter](#) to receive email notifications on state grant or loan opportunities that are posted by state agencies.

FIND YOUR OPPORTUNITY

I am Business, Public Agency looking for funding in Housing, Community and Economic Development sector with at least Any Timeframe until the application deadline.

Show Me the OpportunitiesSHOW ME EVERYTHING

☒ any timeframe
☐ 1 month
☐ 3 months
☐ 6 months
☐ 1 year

FIND GRANTS

SAVE CURRENT REFINEMENTS

REFINE RESULTS

Keyword search:

What are you looking for?

Search ...

Show:
☒ Forecasted Opportunities
☒ Active
☐ Closed

Do not show:
☐ Loan Opportunities
☐ Opportunities requiring matched funding

Filter grants by...

AGENCIES
Any Agency

CATEGORY
Housing, Community and Eco...

ELIGIBLE APPLICANT
Business, Public Agency

DISBURSEMENT METHOD
Any Disbursement Method

X CLEAR SEARCH TERM(S)Apply

Displaying 1 - 9 of 9

20

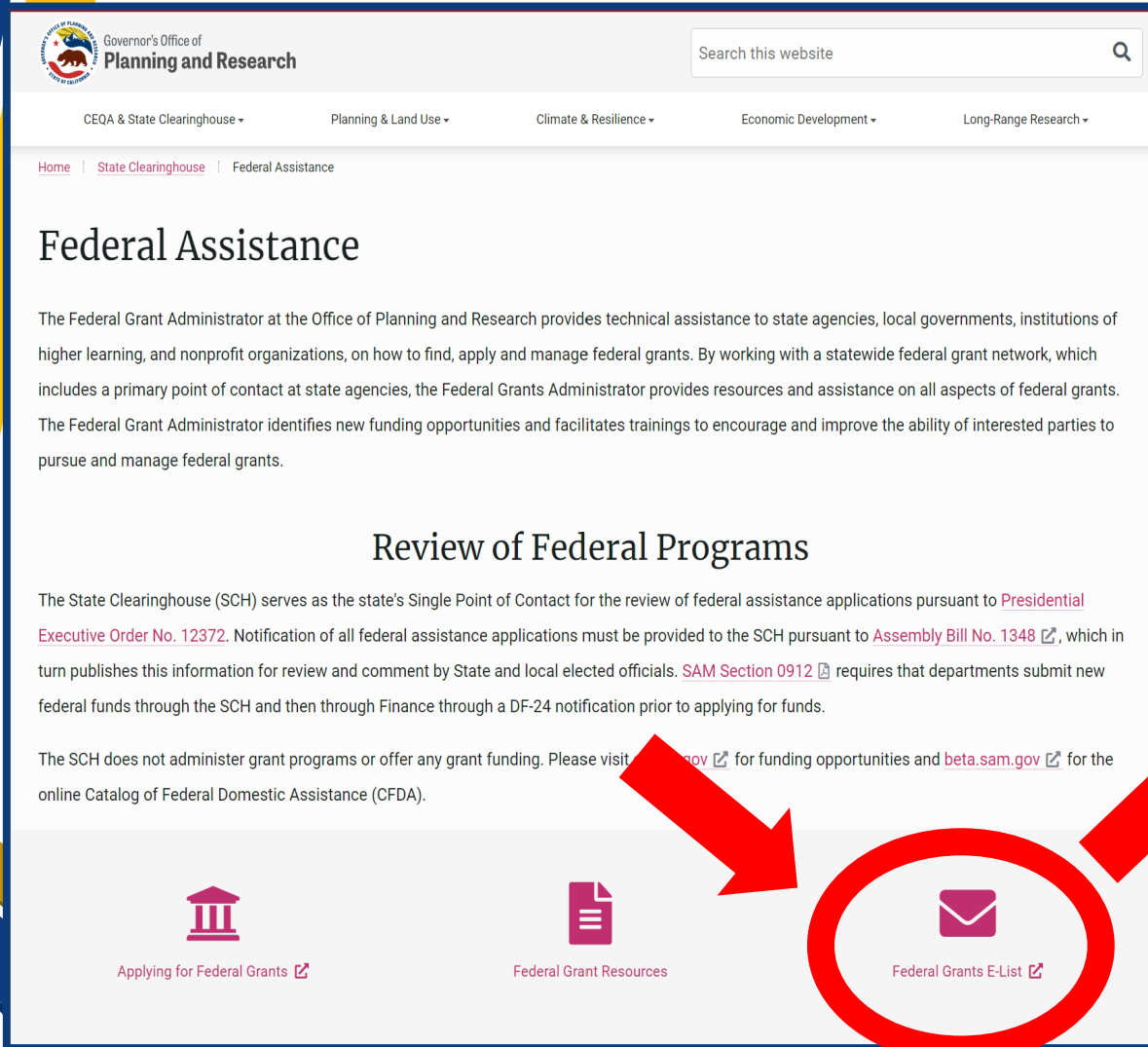
Go

Deadline	Grant Title	Open Date	State Agency / Department	Match Funding?	Estimated Total Funding	Estimated Low/High	Funds Disbursement
4/30/21 Active	2021 Community Development Block Grant NOFA MORE INFO	Feb 10, 2021	Department of Housing and Community Development	No	\$30,000,000	Dependent	Reimbursement(s)
6/30/21 Active	California State Library High-Speed Broadband Grant MORE INFO	Aug 21, 2020	CA State Library	N/A	\$5,000,000	Dependent	Advance(s)
Ongoing Active	Vibrant Recreation and Tourism Directed Grant Program MORE INFO	Jul 13, 2020	Sierra Nevada Conservancy	No	\$1,000,000	Dependent	Advances & Reimbursement(s)
Ongoing Active	Sales Tax Exclusion (STE) Program	Jan 1, 2020	State Treasurer's Office	No	\$100,000,000	Dependent	Advances & Reimbursement(s)

grants.ca.gov

Federal Funding Spotlight: OPR Federal Grants

The California Governor's Office of Planning and Research (OPR) provides technical assistance to state agencies, local governments, institutions of higher learning, and nonprofit organizations, on how to find, apply and manage federal grants.



The screenshot shows the 'Federal Assistance' page on the OPR website. The header includes the OPR logo and navigation links for CEQA & State Clearinghouse, Planning & Land Use, Climate & Resilience, Economic Development, and Long-Range Research. The main content area is titled 'Federal Assistance' and describes the role of the Federal Grant Administrator. Below this is a section titled 'Review of Federal Programs' which details the State Clearinghouse (SCH) process for reviewing federal assistance applications. At the bottom, there are three icons: a building for 'Applying for Federal Grants', a document for 'Federal Grant Resources', and an envelope for 'Federal Grants E-List'. The 'Federal Grants E-List' icon is circled in red, with a red arrow pointing from the 'Review of Federal Programs' section to it.

Governor's Office of
Planning and Research

Search this website

CEQA & State Clearinghouse Planning & Land Use Climate & Resilience Economic Development Long-Range Research

Home | State Clearinghouse | Federal Assistance

Federal Assistance

The Federal Grant Administrator at the Office of Planning and Research provides technical assistance to state agencies, local governments, institutions of higher learning, and nonprofit organizations, on how to find, apply and manage federal grants. By working with a statewide federal grant network, which includes a primary point of contact at state agencies, the Federal Grants Administrator provides resources and assistance on all aspects of federal grants. The Federal Grant Administrator identifies new funding opportunities and facilitates trainings to encourage and improve the ability of interested parties to pursue and manage federal grants.

Review of Federal Programs

The State Clearinghouse (SCH) serves as the state's Single Point of Contact for the review of federal assistance applications pursuant to [Presidential Executive Order No. 12372](#). Notification of all federal assistance applications must be provided to the SCH pursuant to [Assembly Bill No. 1348](#), which in turn publishes this information for review and comment by State and local elected officials. [SAM Section 0912](#) requires that departments submit new federal funds through the SCH and then through Finance through a DF-24 notification prior to applying for funds.

The SCH does not administer grant programs or offer any grant funding. Please visit [beta.sam.gov](#) for funding opportunities and [beta.sam.gov](#) for the online Catalog of Federal Domestic Assistance (CFDA).

Applying for Federal Grants
Federal Grant Resources
Federal Grants E-List



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Office of Planning and Research
Federal Assistance

As California's Single Point of Contact for federal grants, the Governor's Office of Planning and Research (OPR) is here to share the latest on federal grant opportunities, workshops, and events.

Submit notice of your application for federal assistance [online](#).

Federal Funding News

American Rescue Plan Act of 2021 Passes House

House of Representatives passes \$1.9 trillion economic stimulus bill, which now moves to the Senate.

[Learn more](#)

New Federal Grant Opportunities

Many more opportunities are at [grants.gov](#).

Build to Scale Program

To advance the growth of connected, innovation-centric economies that increase job growth, enable the workforce of tomorrow, enhance global competitiveness, and foster global competitiveness through technology commercialization and entrepreneurship.

Due: April 29, 2021

[Learn more](#)

opr.ca.gov

Governor Proposed Budget *NEW*

- - \$430 million for the California Competes Tax Credit, including a new grant component
- - \$100 million to extend the Main Street Small Business Tax Credit
- - \$35 million to expand the California Dream Fund for seed grants for entrepreneurs and small businesses
- - \$50 million to expand the small business loan and disaster loan guarantees at Ibank
- - \$500m for Infill Infrastructure Grant
- - \$62.5 million California Rebuilding Fund
 - \$100 million to expand the sales tax exclusion program administered by CAEATFA
 - ~~- \$575 million for additional small-business grants~~ **\$2.1b signed 2/23**
 - \$353 million in one-time and ongoing investments to support workforce training
 - ~~- \$70.6 million for fee waivers for businesses and individuals impacted by the pandemic, including barbers, cosmetologists, manicurists, bars and restaurants~~ **Action signed 2/23**

Staying Connected

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[2. Sign up CA GO-Biz Small Business OSBA Updates](#)

> Follow

[3. Sign up Local Econ Development / OZ Updates](#)

[4. Sign up GO-Biz International Newsletter](#)

[5. Federal Grants E-List](#)

> Reach out

[6. CA State Grants Portal Updates](#)

[7. Follow GO-Biz on Twitter](#)

[8. Follow CAL OSBA on Twitter](#)



Thank you!!!!



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