

# Sacramento Metro Chamber Municipal Update 2017

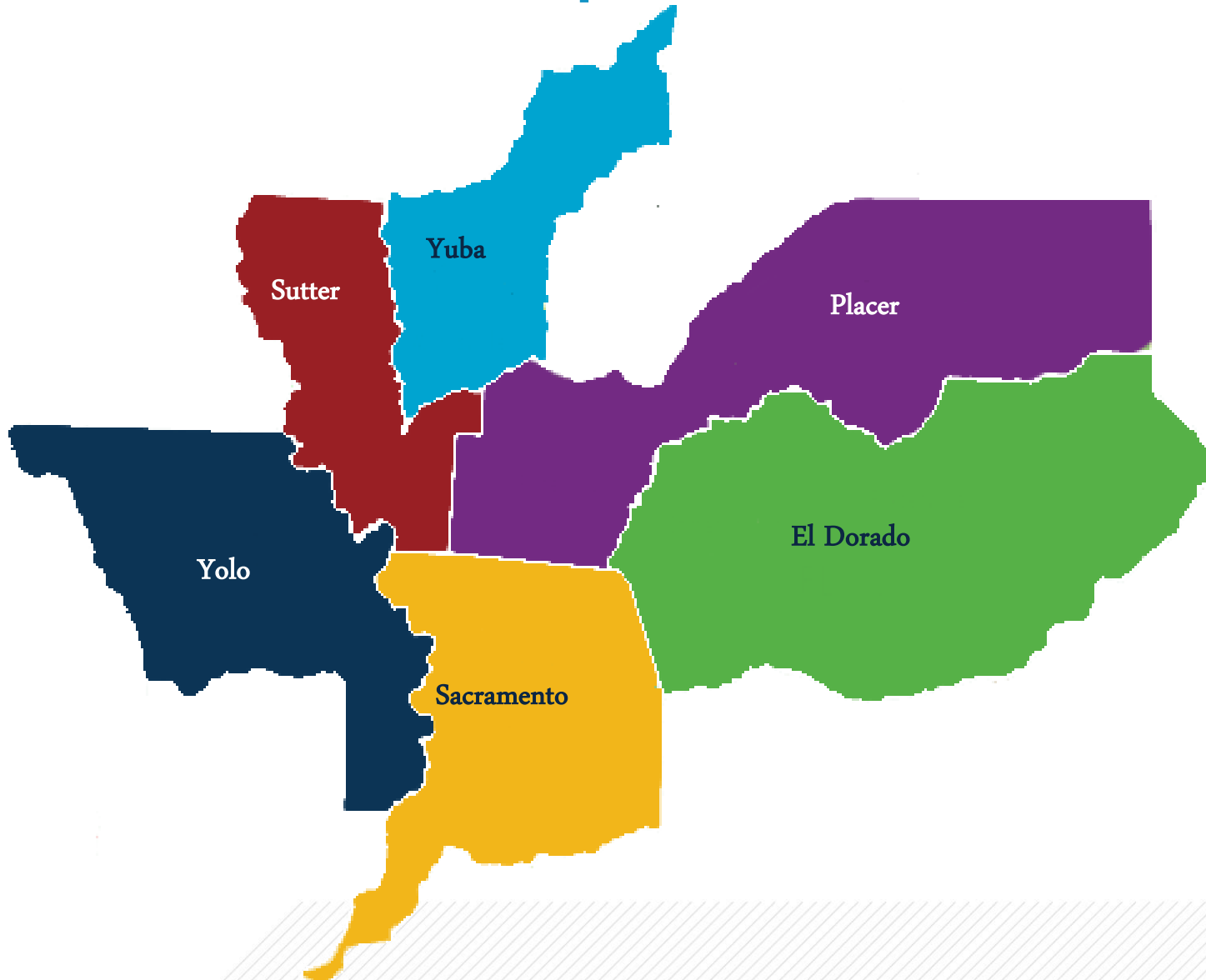
Peter Tateishi, CEO  
Robert Dugan, SVP



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SACRAMENTO METROPOLITAN  
CHAMBER OF COMMERCE

# Who Do We Represent?



# Regional Advocacy and Organic Business Growth

- Capitol-to-Capitol
- State Legislative Summit
- Study Mission
- Capital Region Small Business Development Center (SBDC)

# Advocacy

## CAP-TO-CAP:

One of the largest Chamber of Commerce advocacy efforts of its kind in the country, Cap-to-Cap provides a unique opportunity for hundreds of the region's top business and community leaders and elected officials to act as one voice on behalf of our six-county region.

## STATE LEGISLATIVE SUMMIT:

Viewed as the state level of Cap-to-Cap, we apply the same strategy of regional cooperation to promote at the state level.

## STUDY MISSION:

The annual Study Mission focuses on economic development initiatives and allows parallels to be drawn around regional issues impacting the quality of life in the six-county Sacramento region.





## REGIONAL PRIORITY DEVELOPMENT

- 12 federal policy teams
- Consideration given to the local, state and federal implications for each of their requested actions.
- Deliberate approach **Focused on Economic Nexus.**
- 39 Policy Papers, 103 Key Policy Asks, 40 key Infrastructure projects identified (Transportation, Flood, and Water Supply Reliability)

### Priority Issues

#### Regulatory Review, Reform and Rollback

- Businesses need an environment that allows them to utilize their resources without the uncertainty of inefficient over-regulation.

#### Infrastructure to Facilitate Economic Growth

- Roads and rail, pipes and wires are the platform upon which economies are built.

- Workforce to fuel Economic Growth

- We need a renewed commitment of federal support for local efforts to ensure that our workforce meets the demands of our growing economy by helping our citizens transition from unemployment and underemployment to full, meaningful, well paid employment.



### Engagement By the Numbers

- 360 participants; largest delegation in 10 years!
- Elected, civic and business leaders from every corner of the six county region
- 279 total meetings in Washington
- 5 major policy briefings on water supply reliability, workforce development, the need for high school internships, Civic Amenities, clean energy, and sustainable business practices.
- 35 meetings with Senior Administration and Professional Staff Members of the key agencies and departments that impact our region every day



### Engagement By the Numbers

- 131 participants from throughout the 6 county region
- 60 total meetings with legislative and administrative officials
- 9 policy teams
- 9 issue papers with 36 distinct asks from the legislature

# Policy Funding/Budget Progress

- FY 2016/17 federal Budget completion included transportation and flood infrastructure projects as well as year-round Pell.
- The federal JOBS Act of 2017 will establish the Job Training Federal Pell Grant Program to promote advanced manufacturing skilled employees.
- Commitments to advocate for increases to Carl Perkins funding and federal workforce study programs which help our community colleges educate our workforce of tomorrow.
- State Budget included a 50% increase in SBDC matching funds through Go-Biz

# Policy Progress – Development Hurdles

- Joint bi-partisan support letters on Section 106 National Historic Preservation Act EPA reforms and Sites Reservoir support.
- Council on Environmental Quality focus on streamlining NEPA compliance and expediting the 408 process.
- Multi-disciplinary agency support for Habitat Conservation planning efforts and reforms to the 404 wetlands permitting program.
- Forward motion to address the regulatory overreach of federal jurisdiction over wetlands and other waters. (WOTUS)
- Stalled efforts to require prevailing wage on all housing projects in the state regardless of their acceptance of public subsidies
- Secured increased support from our regional delegation on an exchange of NEPA/CEQA for infrastructure projects.
- Vocal support for local agencies retaining local control in water conservation/efficiency efforts to combat state overreach over water supplies.





October 10-13

Key Themes of Interest

- Austin Open for Business
- Start it Up: Fostering an Innovation Culture
- “Cultivating and Supporting Festivals, Food, Flights and Fast Cars” as Cultural Assets
- Whole Health and Homeless
- The Advantage of Higher Education Integration with Community
  - Roseville Higher Education Task Force
- Adaptive Reuse, Urban/Suburban Development
  - Corollary Between IBM Campus Reuse and HP/Sunset Industrial Area

# Economic Development

## We drive Small Business Retention & Expansion in the Capital Region

- Policy team drives Advocacy & Support to government (city/state/federal) through policy committees & programs i.e. Cap-to-Cap, State Leg Summit.
- Chair monthly economic development meetings that continue to build stronger relationships with partners - municipal economic development departments, financial partners, and business partners.
- Small Business Development Center (SBDC) Grows & Supports business by driving capital infusion to new and existing businesses trying to grow.

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**SBDC**<sup>®</sup>  
CALIFORNIA  
NORTHEASTERN CA NETWORK  
CAPITAL ★ REGION



U.S. Small Business Administration



Your Small Business Resource



**metrochamber**

SACRAMENTO METROPOLITAN CHAMBER OF COMMERCE

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Sacramento, CA 95814

[capitalregionsbdc.com](http://capitalregionsbdc.com)

# Ongoing Success: Capital Region SBDC

Capital Region SBDC Statistics

104 NEW BUSINESSES CREATED

1,582 CLIENTS COUNSELED

OPEN

- ✓ 280 Trainings and Workshops
- ✓ 7606 hours of 1x1 advisor meetings
- ✓ 557 long term clients

AMERICA'S  
**SBDC**  
 CALIFORNIA  
 NORTHEASTERN CA NETWORK  
 CAPITAL ★ REGION

www.capitalregionsbdc.com

157 LOANS/  
 EQUITY

254 JOBS RETAINED

412 JOBS CREATED

TOTAL CAPITAL  
 \$32,033,510

A Few Clients:



Since October 1<sup>st</sup> 2014

# El Dorado County Services

- El Dorado County Services by the Numbers
  - 40 Clients Served
  - 14 clients with Economic Impact
  - 6 Business Starts
  - \$2,354,450.00 in Capital Infusion

- EL Dorado Success Story:

The SBDC assisted a fire assistance company headquartered El Dorado County. Our consultation services over the last two years helped him **increase revenues by \$93,000.00** over the last year allowing them to invest in new equipment to stay competitive in the marketplace, **hire 3 employees, and obtain 2 government contracts.**

# Capital Region SBDC

- Capital Region SBDC is a national federal program with 50% funding from SBA
- We service 8 counties with physical locations to support our region
- SBDC Supports local Business by providing:
  1. Workshops on Fundamentals of Business Success, Loan Readiness, Business Plan Development and more
  2. 1x1 consulting sessions (Team of 20 advisors)
  3. Access to capital through financial partners



- SBDC services generates results! Providing small business owners with business acumen, we drive organic job and business Growth.

# Capital Region Hub Locations

- 1 Capitol Mall
- Safe Credit Union
- Five Star Bank
- Golden Pacific Business Center
- Lakeport Chamber
- Glue Factory
- William Jessup University
- Sierra College Veterans Center
- Elk Grove Chamber
- Davis Chamber
- Woodland Chamber
- Capsity (Broadway)
- Fruitridge Community Collaborative

Sacramento County  
Highway 50 Corridor  
Highway 50 Corridor  
Yuba-Sutter County  
Lake County  
Placer County  
Placer County  
Placer County  
Southern Sacramento County  
Yolo County  
Yolo County  
Sacramento (Promise Zone)  
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# Questions?



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