

accesspoint

Helping businesses in the Sacramento Region succeed



Access:
incentives **workforce** resources

What programs, services, and resources are available to businesses in the Sacramento Region to help ensure their success?

The Sacramento Region is committed to providing valuable resources to area businesses to ensure their continued growth and success. There is a wide variety of programs through federal, state, and local resources designed to help businesses achieve their goals and prosper in the region. This brochure provides an overview of some of these important programs, and more detailed information can be found on the websites provided. The public agencies listed on the back of this brochure are also available to provide additional guidance and direct assistance to help businesses utilize the resources that meet their unique needs. By ensuring that the available programs and services are maximized and used to their full advantage, the Sacramento Region benefits from a stronger and more competitive regional economy.



Enterprise Zones—Businesses located at qualified addresses in an Enterprise Zone are eligible for incentives such as tax credits for hiring qualified employees, net operating loss carryover, sales tax credits on investments in qualified machinery and parts, up-front expensing of specific types of depreciable property, lender net interest deductions, options to use tax credits in future years, and preference points on state contracts. Active and conditional Enterprise Zones in the Sacramento Region include Sacramento (portions of the City and County of Sacramento and the City of Rancho Cordova), West Sacramento, and Yuba-Sutter. www.hcd.ca.gov

Local Agency Military Base Recovery Areas (LAMBRAs)—Businesses located in a fully designated LAMBRA are eligible for similar incentives as Enterprise Zones with enhanced hiring tax credits and sales tax credits on purchases of qualified equipment. Designated LAMBRAs in the Sacramento Region include Mather Park and McClellan Park. www.hcd.ca.gov

Research and Development Tax Credits—Businesses investing in in-house and outsourced research and experimental development in the state are eligible for credits against bank and corporate tax liabilities. www.ftb.ca.gov

Net Operating Loss Carryover—Businesses that experience a loss for the year are eligible to carry the loss over to the next year to offset income. This program is currently suspended—check web site for updates on program status. www.ftb.ca.gov

Foreign Trade Zones (FTZs)—Merchandise exported from or imported into an FTZ is excluded from customs duty and excise taxes until the time of transfer from the zone. The Port of West Sacramento is designated as an FTZ with several sub-zones and serves as the Customs and Border Protection port of entry. www.ncwtc.org

Industrial Development Bonds (IDBs)—Businesses investing in the acquisition, construction, rehabilitation, and equipping of manufacturing and processing facilities can receive funds from tax-exempt IDBs issued by a government entity. www.treasurer.ca.gov

California Alternative Energy and Advanced Transportation Financing Authority (CAEATFA)—Businesses purchasing manufacturing equipment used for zero emission vehicles can work with CAEATFA on a sale-leaseback transaction with sales tax exemptions. www.treasurer.ca.gov

Pollution Control Financing—Businesses investing in the acquisition, installation, or construction of qualified pollution control, waste disposal, or waste recovery facilities and equipment can receive funds through tax-exempt bond financing programs. www.treasurer.ca.gov

Recycling Market Development Zones (RMDZs)—Businesses located in a designated RMDZ that manufacture recycled raw materials, produce new recycled products, reduce waste from the manufacture of a product, or divert waste from landfills are eligible for low interest rate loans. RMDZs in the Sacramento Region include Sacramento County, Placer County, and the West Sacramento Enterprise Zone. www.ciwmb.ca.gov

Sacramento Metro Chamber Metro Pulse—Businesses can access a regional partnership of 16 jurisdictions and regional organizations who connect businesses to the economic development community and other valuable assets that help business of all sizes. www.metropulse.org



California Employment Training Panel (ETP)—

Certain types of businesses that face out-of-state competition or are expanding in or relocating to the state are eligible for ETP funds to offset the cost of job skills training for current and new employees. ETP also has an agreement with the California Energy Commission to utilize American Recovery and Reinvestment Act funding to offer targeted training for jobs related to energy efficiency, water efficiency, and renewable energy—check web site for Clean Energy Workforce Training Program status. www.etp.ca.gov

California Employment Development Department (EDD)—

Employers can enter job listings, browse resumes, and find qualified workers through EDD's CalJobs system and participate in work sharing programs that prorate unemployment insurance benefits to workers whose hours and wages are reduced. EDD also provides training subsidies and layoff transition assistance in partnership with One-Stop Career Centers. www.edd.ca.gov

Workforce Investment Boards (WIBs)—

Businesses can utilize the WIB-operated One-Stop Career Centers and business services for job posting and recruitment assistance, resources on operating a business and workplace laws, customized training programs, access to labor market data, downsizing/layoff assistance, and information on various financial incentives. Many WIBs also provide special incentives for hiring youth (ages 16 to 21) such as tax credits, screening, and basic training.

- Sacramento Employment and Training Agency (SETA) / Sacramento Works, Inc. (Sacramento County) www.seta.net
- Golden Sierra Job Training Agency (El Dorado and Placer Counties) www.goldensierra.com
- North Central Counties Consortium (Sutter and Yuba Counties) www.northcentralcounties.org
- Yolo Works (Yolo County) www.yoloworks.org

Sacramento Training and Response Team (START)—

Newly established and expanding businesses can work with START to facilitate employment services including recruiting and screening, testing and interview facilities, distribution of job postings, information on financial incentives, and access to labor market information. www.seta.net

California Department of Industrial Relations (DIR)—

Employers can access trained and experienced workers in a specific set of occupations through the DIR Division of Apprenticeship Standards. www.dir.ca.gov

Community College Economic and Workforce Development—

Employers can work with their local community colleges through their economic and workforce development programs to access training and consulting services such as on-site customized training, employee skills assessments, college courses, performance evaluations, and program management assistance.

- Los Rios Community College District www.trainingsource.losrios.edu
- Sierra College www.sierracollege.edu/programs
- Yuba Community College District www.yccd.edu/yuba/community

California Department of Education (CDE)—

Employers can access workers with basic technical and occupational knowledge through the CDE's Career Technical Education programs for high school students and adults that provide fundamental job competencies training, the background for advanced education and training, and opportunities to upgrade existing skills in a number of specific career fields. www.cde.ca.gov

CareerGPS—

Employers can utilize the CareerGPS web site to access information about regional education and training programs for specific occupations and to analyze local labor market data and forecasts. www.careergps.com

UC Davis Extension—

Employers can access resources through the UC Davis Extension to assist with educational needs assessment, instructional design, educational delivery (in person and online), custom training, facilitation, and program evaluation. www.extension.ucdavis.edu

Sacramento State College of Continuing Education—

Employers can access courses, workshops, customized training, conference services, and skills screening to help identify and manage training and development needs through Sacramento State's College of Continuing Education. www.cce.csus.edu

California Small Business Development Centers—Existing small businesses and new entrepreneurs can receive no-cost business consulting, management training, and technical assistance through the network of Northeastern California Small Business Development Centers. Service centers in the Sacramento Region are housed at the Los Rios Community College District, Sierra College, and the Yuba Community College District campuses. www.necsbdc.org

Tools for Business Success—Small businesses and entrepreneurs can access the Tools for Business Success local web sites for resources, templates, contacts, and tutorial videos focusing on starting and managing a small business. www.toolsforbusiness.info

Small Business Loan Guarantee Program—Small businesses operating in the state are eligible to acquire customized loans and establish favorable credit history through the financial development corporations associated with the Small Business Loan Guarantee Program. www.calbusiness.ca.gov

Sacramento State Center for Small Business (CSB)—Small businesses and non-profits can request free technical management assistance from the Sacramento State CSB in areas such as marketing/sales, accounting, financial management, human resource management, information systems, production and operating systems management, and business plans. www.cba.csus.edu/csb

UC Davis InnovationAccess—Businesses can tap into business development and technology transfer services that connect university research to the marketplace through UC Davis's Innovation Access program. www.innovationaccess.ucdavis.edu

Electric Utility Rebates and Incentives—Business customers investing in facility equipment, new construction, and energy efficiency measures are eligible for a variety of loans, technical assistance programs, and rebates through regional electric utility providers.

- SMUD www.smud.org
- PG&E www.pge.com
- Roseville Electric www.roseville.ca.us/electric
- NV Energy www.nvenergy.com
- TDPUD www.tdpud.org

Business Environmental Resource Center (BERC)—Businesses can receive assistance in understanding and complying with federal, state, and local environmental regulations through BERC's compliance consultation, regulatory agency liaison, and information resource services. www.sacberc.org

Procurement Matching—Businesses can build a free online profile and take advantage of contract opportunities with public and private companies that are looking for contractors to help fulfill supplier diversity procurement needs. www.youconnecthere.com



regional resources

The economic development departments at the following county and city agencies can provide additional assistance to businesses in the Sacramento Region.

El Dorado County

330 Fair Lane
Placerville, CA 95667
530-621-5567
www.co.el-dorado.ca.us

Placer County

175 Fulweiler Avenue
Auburn, CA 95603
530-889-4030
www.placer.ca.gov

Sacramento County

700 H Street, Room 7650
Sacramento, CA 95814
916-874-5833
www.saccounty.net

Sutter County

1160 Civic Center Boulevard
Yuba City, CA 95993
530-822-7100
www.co.sutter.ca.us

Yolo County

625 Court Street, Room 202
Woodland, CA 95695
530-666-8150
www.yolocounty.org

Yuba County

915 – 8th Street, Suite 115
Marysville, CA 95901
530-749-7575
www.co.yuba.ca.us

City of Auburn

1225 Lincoln Way
Auburn, CA 95603
530-823-4211
www.auburn.ca.gov

City of Citrus Heights

6237 Fountain Square Drive
Citrus Heights, CA 95621
916-725-2448
www.ci.citrus-heights.ca.us

City of Colfax

33 South Main Street
Colfax, CA 95713
530-346-2313
www.ci.colfax.ca.us

City of Davis

23 Russell Boulevard
Davis, CA 95616
530-757-5602
cityofdavis.org

City of Elk Grove

8401 Laguna Palms Way
Elk Grove, CA 95758
916-683-7111
www.elkgrovecity.org

City of Folsom

50 Natoma Street
Folsom, CA 95630
916-355-7200
www.folsom.ca.us

City of Galt

380 Civic Drive
Galt, CA 95632
209-366-7100
www.ci.galt.ca.us

City of Isleton

101 Second Street
Isleton, CA 95641
916-777-7770

City of Lincoln

600 Sixth Street
Lincoln, CA 95648
916-434-2400
www.ci.lincoln.ca.us

City of Live Oak

9955 Live Oak Boulevard
Live Oak, CA 95953
530-695-2112
www.liveoakcity.org

Town of Loomis

6140 Horseshoe Bar Road,
Suite K
Loomis, CA 95650
916-652-1840
www.loomis.ca.gov

City of Marysville

526 C Street
Marysville, CA 95901
530-749-3901
www.marysville.ca.us

City of Placerville

3101 Center Street
Placerville, CA 95667
530-621-2489
www.ci.placerville.ca.us

City of Rancho Cordova

2729 Prospect Park Drive
Rancho Cordova, CA 95670
916-851-8700
www.cityofranhocordova.org

City of Rocklin

3970 Rocklin Road
Rocklin, CA 95677
916-625-5000
www.rocklin.ca.gov

City of Roseville

311 Vernon Street
Roseville, CA 95678
916-774-5200
www.roseville.ca.us

City of Sacramento

915 I Street
Sacramento, CA 95814
916-264-5011
www.cityofsacramento.org

City of South Lake Tahoe

1901 Airport Road
South Lake Tahoe, CA 96150
530-542-6000
www.cityofslt.us

City & Port of West Sacramento

1110 West Capitol Avenue
West Sacramento, CA 95691
916-617-4535
www.cityofwestsacramento.org
www.portofwestsac.org

City of Wheatland

111 C Street
Wheatland, CA 95692
530-633-2761
www.wheatland.ca.gov

City of Winters

318 First Street
Winters, CA 95694
530-795-4910
www.cityofwinters.org

City of Woodland

300 First Street
Woodland, CA 95695
530-661-5850
www.ci.woodland.ca.us

City of Yuba City

1201 Civic Center Boulevard
Yuba City, CA 95993
530-822-4601
www.yubacity.net

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