

TO: City Council

FROM: James L. App, City Manager *JA*

SUBJECT: Economic Development: Multi-Agency Collaborative Agreement

DATE: July 6, 1999

NEEDS: For the City Council to consider entering into a multi-agency collaborative economic development agreement.

- FACTS:**
1. The Economic Vitality Corporation of San Luis Obispo County (EVC) has prepared an agreement to coordinate the economic development efforts of area agencies, organizations, and units of government.
 2. The agreement calls upon each signatory to acknowledge the services of other signatory agencies and indicate willingness to "establish a general collaborative framework for the promotion of future economic vitality activities."

ANALYSIS & CONCLUSION: EVC invited forty-five entities to join the collaborative agreement. The agreement does not require a financial commitment. It encourages signatories to cooperate and communicate when possible and appropriate.

POLICY REFERENCE: None.

FISCAL IMPACT: None.

- OPTIONS:**
- A. Authorize Participation in the Collaborative Agreement.
 - B. Decline Participation in the Collaborative Agreement.
 - C. Amend, Modify or Reject the Options Above.

Attachment: Collaborative Agreement

COLLABORATIVE AGREEMENT

By and Between

ECONOMIC VITALITY CORPORATION OF SAN LUIS OBISPO COUNTY
and
 COUNTY OF SAN LUIS OBISPO
and
 CITY OF ARROYO GRANDE
and
 CITY OF ATASCADERO
and
 CITY OF GROVER BEACH
and
 CITY OF MORRO BAY
and
 CITY OF PISMO BEACH
and
 CITY OF SAN LUIS OBISPO
and
 ARROYO GRANDE VALLEY CHAMBER OF COMMERCE
and
 ATASCADERO CHAMBER OF COMMERCE
and
 GROVER BEACH CHAMBER OF COMMERCE
and
 MORRO BAY CHAMBER OF COMMERCE
and
 PASO ROBLES CHAMBER OF COMMERCE
and
 PISMO BEACH CHAMBER OF COMMERCE
and
 SAN LUIS OBISPO CHAMBER OF COMMERCE
and
 CALIFORNIA POLYTECHNIC STATE UNIVERSITY SAN LUIS OBISPO
and
 CUESTA COLLEGE
and
 CONGRESSWOMAN LOIS CAPPS
and
 SENATOR JACK O'CONNELL
and
 ASSEMBLYMAN ABEL MALDONADO
and
 ECONOMIC OPPORTUNITY COMMISSION
and
 PRIVATE INDUSTRY COUNCIL OF SAN LUIS OBISPO COUNTY, INC.
and
 EMPLOYMENT DEVELOPMENT DEPARTMENT
and
 SAN LUIS OBISPO COUNTY DEPARTMENT OF SOCIAL SERVICES
and
 SANTA LUCIA REGIONAL OCCUPATIONAL PROGRAM
and
 CALIFORNIA CENTRAL COAST RESEARCH PARTNERSHIP
and
 CENTRAL COAST MARKETING TEAM
and
 ASSOCIATION OF MANUFACTURERS AND DISTRIBUTORS
and
 CALIFORNIA ASSOCIATION FOR LOCAL ECONOMIC DEVELOPMENT
and
 CALIFORNIA TRADE AND COMMERCE AGENCY

and
 CALIFORNIA MANUFACTURERS ASSOCIATION
and
 CENTRAL COAST VENTURE FORUM
and
 FOUNDATION FOR COMMUNITY DESIGN
and
 SOFTEC
and
 CALIFORNIA SPACE AND TECHNOLOGY ALLIANCE
and
 VISION UNIDA
and
 CALIFORNIA MANUFACTURING TECHNOLOGY CENTER
and
 PACIFIC BELL
and
 GST TELECOMMUNICATIONS
and
 PACIFIC GAS AND ELECTRIC COMPANY
and
 SOUTHERN CALIFORNIA GAS COMPANY
and
 PASO ROBLES VINTNERS & GROWERS ASSOCIATION
and
 EDNA VALLEY ARROYO GRANDE VALLEY VINTNERS ASSOCIATION
and
 SANTA BARBARA REGION ECONOMIC COMMUNITY PROJECT
and
 ECONOMIC DEVELOPMENT COLLABORATIVE-VENTURA COUNTY

This Collaborative Agreement is made and entered into on this day the 23rd of June, 1999 by and among the Economic Vitality Corporation of San Luis Obispo County (the EVC), and the agencies, organizations and units of government who agree to ensure that economic development programs, services, and associated activities throughout San Luis Obispo County are effectively coordinated.

WHEREAS, the parties participating in this Collaborative Agreement represent diverse organizations having mutual economic development interests; and

WHEREAS, the parties recognize that successful economic development activities require collaboration and coordination of services and programs; and

WHEREAS, each party to this agreement offers unique and different services and programs associated with economic vitality; and

WHEREAS, the parties agree that such services and programs are in the public interest and similarly improve and promote the public health, welfare, and safety of our residents; and

WHEREAS, the parties desire to establish a general collaborative framework for the promotion of future economic vitality activities.

NOW, THEREFORE, the parties, in an effort to maximize limited resources for economic vitality, acknowledge the following services and programs offered by each listed agency, government or organization as follows:

- **Economic Vitality Corporation** is operated as a 501 (c)(3) nonprofit under contract with several government agencies to implement economic development related services that promote the vitality of the economy for San Luis Obispo County. The EVC is charged with three primary missions.

Program: Business Expansion & Retention Assistance

Services: Implementation of a formal business expansion and retention program
 Revolving loan funds for small businesses
 Micro loans as a lender of last resort
 Provide access to technical assistance and management
 Provide access to Angel and Venture Capital

Program: Business Attraction

Services: Recruit targeted business and industries to approved/zoned sites
 Provide site location assistance to business
 Point of contact for referrals from the California Trade & Commerce Agency
 Maintain inventory of existing industrial sites (sites directory)
 Special Purpose grants and funding

Programs: Business Formation and Collaboration of Strategic Services

Services: Foster collaborative efforts that promote existing programs and leverage strategic services for the businesses of San Luis Obispo County

- **The County of San Luis Obispo** provides governmental services to unincorporated and incorporated area residents. The County provides a wide variety of services including law enforcement, health, public welfare, road construction and maintenance, and land use planning. The governing body of the County is the Board of Supervisors who are advised on economic matters by the Economic Advisory Committee (EAC). The County is also in the process of adopting an Economic Element as part of its general plan.

Program: Business Attraction and Retention

Services: Site selection
 Permit assistance
 Fostering collaboration between agencies
 Enhancing economic, environmental and social quality of life
 Continuous improvement in communication, accountability and service

- **City of Arroyo Grande** is a municipal corporation working to implement economic development/redevelopment services to improve the quality of life for all Arroyo Grande citizens.

Program: Economic Development/Redevelopment

Services: Business Visitation

Business Retention/Expansion/Relocation

Provide site location assistance to existing and prospective businesses

Maintain inventory of existing commercial/industrial sites

Maintain strong business relationship with Arroyo Grande Chamber of Commerce, Economic Vitality Corporation

- **City of Atascadero - Department of Community & Economic Development** serves as the liaison between existing and new businesses and the City of Atascadero.

Program: Business Expansion, Attraction & Retention (BEAR)

Services: Local business retention and expansion assistance

Access to technical assistance, financing and other services

Site location assistance for businesses

Recruit targeted industries to approved/zoned sites

- **City of Grover Beach** is a municipal corporation working to implement economic development/redevelopment services to improve the quality of life for all Grover Beach citizens.

Program: Redevelopment

Services: Support the local business community through the Chamber of Commerce

Support renovation of the business community through the redevelopment program

Support the development of industrial and commercial areas in Grover Beach

- **City of Morro Bay** is a municipal corporation working to improve the quality of life for all Morro Bay citizens.

Services: Work with Morro Bay Chamber of Commerce and its Economic Vitality Committee to consider business prospects.

- **City of Pismo Beach** is a municipal corporation that is working to achieve organized, sustainable community development for the citizens of Pismo Beach City by providing a diverse economic base while preserving its scenic beauty, small town charm and historical assets.

Program: Pismo Beach Conference and Visitors Bureau

Services: Marketing Pismo Beach as a tourist destination

Cooperative and coordinated advertising promotions with tourist-oriented businesses in Pismo Beach

Representation of Pismo Beach at tourism industry and consumer trade shows

Program: Pismo Beach Redevelopment Agency

Services: Improve local circulation system in the Five Cities Project Area

Improve the Fourth Street - Highway 101 interchange

Promote private development of existing vacant parcels and private redevelopment of sites not currently developed to their highest and best use

- **City of San Luis Obispo – Economic Development Program** seeks to create an atmosphere conducive to the retention, expansion, and attraction of quality businesses, consistent with the community's vision.

Program: Business Retention, Expansion & Attraction

Services: Quick Response Team meetings (pre-development meeting between potential/existing applicants and key City staff)

Site location assistance

Web site- www.ci.san-luis-obispo.ca.us

City/Chamber of Commerce monthly business visits

Working relationships with Chamber of Commerce, Association of Manufacturers & Distributors, Softec (software association), Economic Vitality Corporation, California Central Coast Research Partnership, Small Business Development Center, California Trade and Commerce Agency, Downtown Association, real estate brokers, and other economic development groups and organizations

Potential retail recruitment partnership between the Downtown Association, property owners and local real estate brokers

Council-adopted targeted industries: software/multimedia, light manufacturing, and medical technology

- **Arroyo Grande Valley Chamber of Commerce** is a 501 (c)(6) membership driven organization serving businesses, residents and visitors in the area.

Program: Business Services

Services: Business Workshops on business/employer issues
 Monthly informational luncheons
 Monthly Business After Hours Networking Mixers
 Policy Formation on business related issues
 Collaboration with other business organizations
 Business visits with Mayor and City Staff
 Economic Development Committee for business retention and expansion assistance
 Economic Development Task Force
 S.C.O.R.E.
 Community and Visitor Information

- **Atascadero Chamber of Commerce** is a business, visitor and community resource center. The Chamber promotes the economic and civic welfare of Atascadero.

Program: Membership Services/Programs

Services: Maintains the Atascadero Visitor's Center
 Provides a service bureau
 Offers business assistance information
 Publishes an Economic Profile of the area and a monthly newsletter
 Assists with government affairs
 Sponsors events such as Evenings in the Park and community band concerts in the summer months, providing fundraising opportunities for local clubs and organizations

- **Grover Beach Chamber of Commerce** advocates business growth to promote and support a better community.

Program: Business and Community Services

Services: Monthly Informative Luncheons
 Collaboration with the City of Grover Beach and other local Chambers of Commerce
 Weekly Networking Breakfast Meetings
 Represents business interests in City affairs through the Governmental Review Council

Sponsors events such as the Annual Holiday Parade, Ethnic Street Faire/Stone Soup World Music Festival, and South County Family Fun Carnival, which provides a source of revenue for local nonprofits and increases business profits

Economic Development Committee

Networking opportunities through monthly after-hours mixers

A presence at City workshops and meetings

Tourism marketing

Business referrals

- **Morro Bay Chamber of Commerce** is a membership driven nonprofit organization serving the needs of the business community, residents, and visitors of Morro Bay and the central coast of California. The Morro Bay Chamber of Commerce staffs a visitor center providing tourism resources for the area.

Program: Business Retention and Community Services

Services: Business Referrals

Business Networking through Luncheon and After Hours Mixers

Business visits with City Council and Mayor

Economic Development for Business Retention & Expansion

Business workshops

Sponsor Fireworks and 4th of July Celebration, Car Show, Dog Days, Kite Festival

Sponsor concerts, and fundraising events for the community

Partnerships with other business organizations and Chambers of Commerce

Publish Monthly Newsletter

Policy and procedure formation on business related issues

Economic Development Task Force

S.C.O.R.E.

- **Paso Robles Chamber of Commerce** is a business, visitor and community resource center. It provides services to its membership as listed below.

Program: Membership Services/Programs

Services: Business referrals

Networking opportunities

Economic development (recruitment and retention)

Legislative affairs

Tourism marketing**Industry specific support groups**

Various publications, including the Visitor & Newcomer Guide, Membership Directory & Buyers Guide, Area Maps and other community resource information

- **Pismo Beach Chamber of Commerce** is a 501 (c)(6) membership driven organization serving businesses, residents and visitors in Pismo Beach and the surrounding area. The Pismo Beach Chamber of Commerce also operates the City's Visitors Information Center.

Program: Business and Community Services

Services: Economic Development Committee

Beautification Programs

Participate on committees with city council

Sponsor Clam Festival, Fireworks Display and Annual Band Review

Create revenue for business and the City of Pismo Beach

Business Workshops

Business Networking Opportunities through Luncheons and After Hours Mixers

Partnership with other business organizations and Chambers of Commerce

Legislative Committee - participating in issues that effect business

Member of the Business Improvement Group of Pismo Beach

Participate in committees related to the betterment of Pismo Beach

- **San Luis Obispo Chamber of Commerce** is a nonprofit membership organization whose mission is to serve as the voice of business and to promote the economic and community well being of San Luis Obispo. The Chamber does this by providing visitor services along with residential and commercial relocation services. To its members, the Chamber provides services including but not limited to: legislative advocacy, community preparedness, business retention, visitor/tourism services.

Program: Business Retention/Attraction and Community Preparedness

Services: Monthly business visitations with members of the SLO City Council

Business relocation/expansion programs

Communications such as the Economic Vision document and San Luis Obispo Business Events such as Good Morning SLO, Mixers and the UCSB Economic Forecast Project

Policy formation on issues ranging from Airport Area Annexation to Compact Urban Form

- **California Polytechnic State University San Luis Obispo** is a nationally ranked, four-year, comprehensive public university that emphasizes a "learn by doing" educational experience for its more than 16,000 students. For six consecutive years, U.S. News & World Report has rated Cal Poly the best public regional university in the Western United States.

Program: Students participate in internships, cooperative programs and employment initiatives throughout the community.

Services: Last year, more than 450 prospective employers conducted more than 10,700 interviews on campus with graduating students. Cal Poly regularly hosts numerous conferences, forums, seminars, and other gatherings sponsored by local businesses and community organizations.

- **Cuesta College** is a community college serving San Luis Obispo County and surrounding counties with quality programs including education, cultural events, job training, and business development.

Program: Santa Barbara/San Luis Obispo Counties Small Business Development Center: is a formal partnership program with the United States Small Business Administration and the California Trade and Commerce Agency as a public service organization that provides services and support to small businesses throughout San Luis Obispo and Santa Barbara Counties.

Services: No cost confidential business counseling services
 Workshop and seminars on small business related topics
 Business support system networking
 Maintain and offer developmental resources
 Entrepreneurial services for growing businesses

Program: Center for International Trade: provides import/export services and technical assistance in the areas of international sales, distribution, marketing, and customer service to help businesses keep up with the changing global business environment.

Services: No cost one-on-one counseling
 Market research
 International resources and research

Program: Institute for Professional Development: Is a fee-based program to enhance the economic development of San Luis Obispo County by providing performance-based training and support services that help employers and employees achieve their business and human performance goals.

Services: Leadership 2000 (Zenger-Miller) Training Programs
 Customized training programs including Coaching, Consulting, Strategic Planning, and Ropes Team Building Challenge Courses. Computer

Application training programs including customized courses and general business computer classes.

Program: Occupational Training: Cuesta College offers over 60 degree and certificate programs focused on the development of job skills ranging from entry level to high level technical skills.

Services: Various college level credit courses and programs are offered in computer applications, business management and marketing, technical areas, electronics, robotics, software networking, automotive, welding, construction, health occupations/nursing, television/radio broadcasting, and child care training.

□ **Congresswoman Lois Capps, member U.S. House of Representatives**

Services: Federal legislation, liaison to federal agencies, constituent services, casework, grant support.

□ **Senator Jack O'Connell, member California Legislature**

Services: Constituent advocacy, allocation of state resources, support for various projects and grant proposals, drafting legislation.

□ **Assemblyman Abel Maldonado, member California State Assembly is working to represent the 33rd District in Sacramento.**

Services: Provide community and government liaison, constituent and district advocacy, general government information, support for projects and grant proposals, introduce or recommend change to state legislation.

□ **Economic Opportunity Commission (EOC), a nonprofit corporation committed to eliminating the causes of poverty, aims to empower individuals and families to achieve economic sufficiency and self-determination through a comprehensive array of community based programs and actions.**

Program: EOC administers a broad spectrum of outreach programs. Governed by a 15-member board of directors, EOC annually serves more than 30,000 residents of San Luis Obispo County collaborating with public, private and other nonprofit entities.

Services: Child Care Resource Connection: Child care information and referral; resource and referral; alternative payment; food and child care subsidies; child care training; and a resource lending library.

Health Services: Clinic services and education for family planning, cancer screening, perinatal, menopausal; Senior Health Screening clinics, reproductive health and human sexuality education for county school districts; STDs and HIV awareness; Teen Academic Parenting Program;

community outreach and education to the Latino communities on health education, domestic violence, pesticide awareness and citizenship training.

Energy: Energy conservation education and budget counseling; weatherization services; minor home repair; and emergency utility assistance.

Homeless Services: Outreach and intervention services; emergency shelter, meal program and health screening; homeless day center; and homeless case management services to help families secure and retain stable income and permanent housing.

Community Outreach: Eviction prevention assistance, food commodities, information and referral to services, assistance completing forms, bilingual assistance, and employment referrals.

Mentoring: Recruitment and training of mentors for 15 programs which serve at-risk youth.

Head Start, Migrant Head Start and State Preschool Programs: child development education; childcare; educational, nutritional and health services; and parent support and development services.

- **Private Industry Council of San Luis Obispo** A private, nonprofit corporation which provides employment and training services throughout San Luis Obispo County. The PIC receives federal funding to pay the costs of training and placing people into jobs throughout the County.

Program: Job Training & Job Placement

Services: Provides area employers with a trained workforce and increases employment opportunities for economically disadvantaged and unemployed youths and adults

Provides training, services and job placement through six operating divisions: Adult, Youth, Workforce Connection, Re-employment, Labor Market research and Economic Development. These divisions each offer a variety of services to PIC customers, including job counseling, paying for contract training with local vocational schools, paying for temporary childcare and transportation, etc.

- **Employment Development Department / San Luis Obispo Job Service** is the public employment service for the State of California serving employers and job seekers statewide.

Services: Through the Internet-based CalJOBS (<http://www.caljobs.ca.gov>), the EDD Job Service offers a statewide network that provides an instant link for employers with qualified job seekers anywhere in California. The EDD Job Service also provides employers with:

Re-employment services for dislocated workers

Labor market information for planning business expansion, relocation, and future hiring

Focused recruitment for new business ventures or facilities needing a large number of specialized workers in a hurry

Locally coordinated work-force preparation services

Job search training workshops that teach the skills needed to find and keep a job

Referral to partner agencies that provides other employment related services including training

- **San Luis Obispo County Department of Social Services** is a government agency that provides human services, through various federal, state and local programs, to residents of San Luis Obispo County.

Program: CalWORKs Welfare to Work

Services: The goal of San Luis Obispo County CalWORKs is to provide comprehensive services to members of our community who need assistance in becoming self-sufficient. These services include job counseling, jobs skills training, work experience, vocational education and training as well as paying for certain support services, such as child care and transportation.

- **Santa Lucia Regional Occupational Program** is a program designed to prepare students for employment or training following high school graduation

Services: Offers programs serving primarily high school juniors and seniors, preparing high school students for immediate employment and/or preparation for post-high school training.

- **California Central Coast Research Partnership** is a private, nonprofit corporation that was organized to establish a "University-Business" partnership by means of a University-related research collaboration. This organization will receive federal and state grants, as well as private community funding.

Program: Creation of new high and medium-wage jobs in the County; and provide valuable job training, and research and development activities for Cuesta College and Cal Poly students and faculty

Services: Provide local high-tech businesses with a direct link to the higher education resources at Cal Poly and Cuesta College, to facilitate the exchange of technical knowledge and expertise between the educational and business communities. Recognizing the value of developing small and mid-size technology-based businesses will foster an incubator for businesses and new opportunities for knowledge generation and technology transfer. Will provide physical space to implement the partnership. Will, in addition, create a replicable model of economic development for mid-sized and rural communities with neighboring colleges and universities.

- **Central Coast Marketing Team** is a nonprofit organization created to collectively represent the counties of Monterey, San Benito, San Luis Obispo, Santa Cruz and the Santa Maria Valley.

Program: Economic development collaboration with the counties listed above, as well as California Trade and Commerce Agency and Pacific Gas & Electric Company.

Services: The Central Coast Marketing Team is committed to encouraging business in the region. The team combines forces for profitable joint ventures, creation of new business sites, and facilitating investment into the region.

- **SLO Association of Manufacturers and Distributors** is an association of manufacturing and distributing companies located in San Luis Obispo and the airport area.

Program: The Association exists to promote the economic, social, and environmental contributions and concerns of manufacturers and distributors in San Luis Obispo.

Services: Member services include networking, employee referral, wage and salary surveys and general government representation.

- **California Local Economic Development (CALED)** is a statewide professional economic development membership organization dedicated to advancing its members ability to achieve excellence in delivering economic development services to their communities and business clients.

Services: Monthly Bulletin with timely information on economic development issues, programs and resources, and a Membership & Resource Directory

An Annual Membership Conference bringing members together to discuss and learn the latest in the business of economic development

Professional Advisory Services, applying the expertise of members to help solve economic development problems for other members

Government Relations Program, monitoring legislative/executive actions and reports on matters relevant to members

- **California Trade and Commerce Agency** is a government agency that works to foster economic development and a healthy business climate statewide.

Program: Division of Economic Development

Services: Housed within this division there is the Office of Business Development, Office of Small Business, Regional Offices and the California Infrastructure Bank. Services include technical and financial assistance to business, local government, and community groups to facilitate business expansion and economic development infrastructure.

Program: Division of International Trade and Investment

Services: One of this division's goals is to create jobs in California by promoting the sale of economic goods and services through international trade shows and other events. Included are offices in London, Frankfurt, Jerusalem, Hong Kong, Tokyo, Taipei, Mexico City, Johannesburg and Seoul.

Program: Division of Economic Research & Strategic Initiatives

Services: This division provides critical analyses, policy recommendations and economic development initiatives in response to California's economy, and also develops studies about the economy, commerce and industry; assesses the economic and fiscal impact of proposed regulations. The Office of Economic Research and the regulation Review Unit fall under this division.

Program: Division of Tourism

Services: The California Division of Tourism (CalTour) promotes travel to and within the state and also provides travel information, statistics and publications on California. Staff often attends national/international trade shows to promote the Golden State.

- **California Manufacturers Association Service Corporation** works to help California manufacturers increase their profits. They have a number of programs designed to enhance the competitive edge of businesses.

Services:

- Electricity purchasing
- Performance improvement
- Low-Interest financing
- Corporate Real Estate
- Insurance, freight, and shipping discounts and office supply purchasing
- 401K AT&T Profit by Association
- Business tax credit
- Hertz member discount
- Year 2000 compliance

- **Central Coast Venture Forum** is designed to promote emerging growth businesses within the Central Coast region.

Program: The yearly Forum is held to offer an opportunity for companies that have been screened, selected, and counseled by the Business Plan Review Committee. CCFV provides a network and audience to private and corporate investors and venture capital professionals who invest locally.

- **Foundation for Community Design (FCD)** developed a program foundation for the Future Communities Project. Program initiatives include the development and implementation of three core programs to establish a future vision for San Luis Obispo County.

Program: Community Indicators Roundtable

Services: Community members work toward developing indicators to measure the community developed vision for the future of San Luis Obispo County

Program: Civic Participation Initiatives

Services: Core collaborators and participants from countywide leadership programs plan activities to enhance civic participation.

Program: Community Foundation Initiative

Services: This Initiative, launched by the FCD, is now an independent organization that works toward funding community initiatives.

- **Softec (Central Coast Software and Technology Association)** is a nonprofit 501 (c)(6) corporation. Softec works to promote and facilitate networking, resource sharing, advocacy, and economic development for the software and technology industries on the Central Coast of California.

Services: Helps businesses and individuals establish contacts and share experience and technical knowledge with others interested in software and technology. In supporting member companies in the software and technology industries, Softec contributes to the economic development and stimulation of job growth in San Luis Obispo and northern Santa Barbara Counties. Softec encourages regional resource sharing and efficient economic unification.

- **The California Space and Technology Alliance** is an industry-driven nonprofit 501 (c)(6) corporation governed by a statewide board of directors representing the diverse sectors of the space technology community.

Services: As the designated California Spaceport Authority, CSTA serves as the official policy advisor to the Governor and State Legislature on all space-related matters and as the official voice of the State of California on space technology issues to the federal government, other states, and local and regional government entities.

- **Visión Unida** functions as a California nonprofit corporation. Founded in 1994, the organization is dedicated to facilitating the leadership development of Hispanics and other diverse populations of San Luis Obispo County.

Program: Community Building Institute: A Leadership Program

Services: Provides leadership training and support to certain individuals within the targeted population who are compelled to take a leadership role in their

respective communities. Participants are encouraged to increase their involvement and activity as contributors in the development of public policy and to community service. Visión Unida fosters networking among its graduates and other leaders from business, government, and civic organizations, as well as the community-at-large.

- **California Manufacturing Technology Center (CMTC)** is a 501 (c)(3) private, nonprofit consulting organization established in 1992 to provide affordable, objective manufacturing assistance to manufacturers with less than 500 employees so they can improve their competitiveness. The program is sponsored by (Federal) The National Institute of Standards and Technology (NIST), (State) California Trade and Commerce Agency, California Employment Training Panel, California Community Colleges, and Centers for Applied Competitive Technologies.

Program: Consulting Services (cost of assistance depends on service requested and scope of project. Generally fees run between \$70 - \$125/hour for consulting services)

Services: Quality Systems: ISO-9000, D1-9000, AS9000, TL 9000, ISO-14000, CE Mark, FDA GMPs, Environmental and Safety (OSHA & EPA)

Management & Business: Business Planning, IT Systems, Assessments, Business Start-Up, Financing Services, Business Development, Activity Based Accounting, Lean Manufacturing

Manufacturing Operations: Process Improvement, Plant Modernization, Plant Layout, Automation Systems, Technology Transfer, and Product Design

Organization Development: Customized Training, Human Resources, Seminars, Management Systems

- **Pacific Bell** is a California-based company of SBC Communications Inc., a global leader in the telecommunications industry with more than 37.7 million access lines and investments in 11 countries. Pacific Bell provides local service and a wide range of enhanced services to business and residential customers in San Luis Obispo County.

Program: Pacific Bell donates to the San Luis Obispo community through its local corporate contributions program and through the SBC Foundation. Since its formation in 1984, the SBC Foundation has distributed more than \$200 million in grants, United Way support and employee outreach programs. It addresses community needs in the areas of education, community economic development, health and human services, arts and culture.

Services: Local telephone service for business and residential use, enhanced data services (ISDN, Frame Relay, DS3, ATM, ADSL), voice mail, PacBell Internet, Custom Calling Services, calling cards, and Pacific Bell Wireless.

- **GST Telecommunications** is an integrated Communications Provider (ICP) providing a broad range of products. The company employs 145 people in San Luis Obispo County, and almost 1500 throughout the Western United States and Hawaii.

Program: GST's Community Service Program helps over 150 nonprofit organizations from Ventura to Monterey Counties by donating telecommunications tools and services that help enhance their productivity and communications.

Services: Local telephone service, long distance, operators services, enhanced data services (frame, high speed Internet), voice mail, paging and debit/travel cards.

- **Pacific Gas and Electric Corporation's regulated utility, Pacific Gas and Electric Company (PG&E)** is one of the largest investor-owned gas and electric utilities in the United States serving over 70,000 square miles in Northern and Central California. In San Luis Obispo and Northern Santa Barbara Counties, PG&E provides electric service to over 172,000 customers.

Program: While primarily focused on our core business of providing electric service to our customers, PG&E has been a leader in supporting job training, economic vitality and business retention and recruitment efforts throughout the Central Coast area.

Services: Business site location support, electric rate and cost projections, new construction incentives, Customer Energy Efficiency retrofit rebates and targeted contributions supporting programs that help diversify the region's economic base. Specific programs such as business retention and attraction, job training and business development are part of PG&E's Economic Vitality Corporate Initiative.

- **Southern California Gas Company** is a public utility providing clean burning and efficient natural gas to commercial, industrial, agricultural and residential customers in San Luis Obispo County. It is a subsidiary of Sempra Energy, a Fortune 500 energy services holding company based in San Diego and traded on the New York Stock Exchange as SRE.

Program: Energy audits, cost savings, equipment retrofits and replacements, engineering studies and facility upgrades.

Services: Free energy analysis. Technical assistance to help meet air quality standards and obtain permits. Partnering with businesses on natural gas refrigeration, air conditioning, air compression, heating, water pumping and other applications.

- **Paso Robles Vintners & Growers Association (PRVGA)** is a full service, not-for-profit trade organization for the Paso Robles wine grape growing and wine producing industries. PRVGA provides marketing and educational programs for its membership of almost forty wineries and two hundred grape farmers. In addition to serving the wine industry, PRVGA offers an Associate membership program for allied businesses. The PRVGA hosts three major winetasting events each year, the Zinfandel Festival in March, the Wine Festival in

May and the Harvest Wine Affair in October. Produced by the association's charitable "sister" organization, the Paso Robles Vintners and Growers Foundation, the Harvest Wine Affair raises funds for local causes with its prestigious annual wine and lifestyle auction.

Program: Marketing Promotion

- Services:** Events
 Media Outreach & Tours
 Paid Advertising
 Tourist Directional Signage
 Trade Tasting & Shows
 Vineyard Directory
 Website
 Winetasting Brochures & Map

Program: Educational Seminars & Programs

- Services:** Winegrape Growing
 Marketing and Public Relations
 Hospitality Staff Training
 Wine Appreciation for Industry Members
 Wine Production & Wine Quality

- **Edna Valley Arroyo Grande Vintners Association (EVAGVVA)** is a nonprofit trade organization for the Edna Valley and Arroyo Grande Valley wine region. The objectives and purpose of the Vintners Association is to promote, sponsor, and implement plans and activities to further the prosperity, improvement and development of the grape growing and wine producing industry in the Edna Valley Arroyo Grande Valley viticultural areas, located in San Luis Obispo. EVAGVVA hosts two major winetasting events each year, Roll-Out-the-Barrels in May and the Annual Harvest Celebration in November. A portion of the funds raised from the Harvest Celebration go to local causes in the San Luis Obispo community.

Program: Marketing Promotion

- Services:** Events
 Media Outreach & Tours
 Paid Advertising
 Tourist Directional Signage
 Trade Tasting & Shows
 Website
 Winetasting Brochures & Maps

Program: Educational Seminars & Programs

Services: Winegrape Growing
Marketing and Public Relations
Hospitality Staff Training
Wine Appreciation for Industry Members
Wine Production & Wine Quality

- **Santa Barbara Region Economic Community Project** is a nonprofit organization working to engage all segments of the community in a collaborative process to ensure an environment that is supportive of high-wage, low-impact businesses central to the economic vitality and quality of life of the South Coast Region.

Program: Public outreach, entrepreneurial support, land-use modeling, and venture capital.

Services: Business to business email networking
Internet website
"Angel" dinners for startup companies looking for capital
Focus on providing more affordable housing and encouraging more transit
Support services for technology companies

- **Economic Development Collaborative- Ventura County** is a private, nonprofit corporation established to help enhance Ventura County's economic vitality and quality of life. Formed as a regional public/private partnership between local government officials and private industry, the EDC-VC develops and implements strategies for countywide economic development.

Program: Industry Growth Clusters

Services: Concentrates on specific industries within the County to identify needs, responding with customized action plans to expedite their growth in new jobs and sales.

Program: Defense Business Conversion

Services: Assist local defense contractors and sub-contractors to help them diversify their sales to more of the private sector due to the national decrease in military spending.

Program: Job Creation Programs

Services: Assist start-up companies, assist the expansion and retention efforts of our existing businesses, and actively recruit new and compatible businesses to Ventura County. Projects include a countywide business incubator for high technology startups, a business retention/expansion survey of local manufacturers, and a countywide business recruitment/marketing program.

Program: Business Loan Fund

Services: Direct below market loans provided from \$25,000 to \$250,000 for companies impacted by the decline in defense spending and those which are converted from military to non-military sales.

Serve as an informational clearinghouse for local businesses with capital needs. This network of information ranges from venture capital resources to institutional lenders to public loan funds.

Serve as satellite office of the Central Coast Development Corporation for SBA Section 504 loans.

Administer the Earthquake Disaster Loan Program for the County.

The foregoing organizations recognize that only through a cooperative effort can San Luis Obispo County benefit from the highest quality of economic development, beneficial to the greatest number of area residents, and, therefore, agree that each organization will:

Acknowledge the roles each organization plays in the implementation of economic development programs, as listed above, and

Communicate when possible, with confidentiality, information about projects and activities that benefit the community, and

When possible, **support** the programs and efforts of other partnered agencies, and

Implement cooperative marketing programs, when appropriate, and

Implement cooperative grant-writing efforts when appropriate, and

Jointly sponsor seminars and workshops related to area-wide economic development efforts, and

Disseminate information and guidebooks among agencies and businesses, and

Explore joint sponsorship of special projects.

This agreement is a **non-financial** coordination agreement, as it is not intended to replace any existing agreements between the participating agencies. The **participation** in this cooperative agreement is not intended to circumvent national, state, county or local laws, regulations, policies, or procedures related to the release of confidential information.