

CONSOLIDATED PLAN ADVISORY BOARD (CPAB)

MINUTES

525 B Street, San Diego, CA 92101

Wednesday, July 12, 2023

BOARD MEMBERS PRESENT	BOARD MEMBERS ABSENT
<ul style="list-style-type: none"> • Yegin Chen, Council District 1 • Abena Bradford, Council District 3 • Lauren Garces, Council District 5 • Smith Sirisakorn, Council District 6 • Rich Thesing, Council District 7 • Victoria Barba, Council District 8 • Peter Dennehy, Council District 9 	<ul style="list-style-type: none"> • VACANT, Council District 2 • VACANT, Council District 4

STAFF PRESENT	ATTENDANCE
<ul style="list-style-type: none"> • Nadine Hassoun, Community Development Project Specialist • Ashley Gain, Community Development Project Manager • Nancy Luevano, Community Development Project Manager • Angela Nazareno-Clark, Program Manager- Hud Grant Programs • Monica Hardman, Deputy Director • Sarah Brenha, Assistant Deputy Director, Strategic Partnerships & Research Division • Leo Alarcon, Community Development Coordinator , Successor Agency • Michael Wong, Program Manager, Successor Agency • Azita Wolff, Research - Strategic Partnerships & Research • Sean Karafin, Program Manager - Small Business Engagement Team 	<p><i>One (1) member of the public joined the meeting. Staff members (1) from the San Diego Housing Commission also attended.</i></p>

Call to Order

1. CPAB Chair Peter Dennehy called the meeting to order at 10:03 a.m. Peter Dennehy took roll call; five board members were present. Quorum was achieved at the same time. CPAB member Victoria Barba joined at 10:13 a.m.

Board Member Announcements

There were no board member announcements

Staff Announcements

1. Nadine Hassoun, Community Development Project Specialist announced a new board member. Smith Sirisakorn will be representing District 6 on the board. Smith is a leadership and community development professional, with experience as an advisor to numerous boards and campaigns, and currently, he is President of the Retirees Chapter for the United Domestic Workers of America. His experience extends to strategic consulting, private equity management and legal consultation. He has a Bachelor's degree in Biology from MIT, and a JD and Master's degree from the University of New Hampshire. He is a World Series of Poker Champion and resides in San Diego with his wife and son. Welcome Smith, we are excited to have you on board.
2. The City of San Diego has executed a consultant service agreement with Root Policy Research for FY 25/29 Consolidated Plan Process. The consultants have been invited to attend the August CPAB meeting to introduce themselves and answer any questions.

Approval of Minutes

1. Motion to approve minutes from previous meeting, May 10, 2023 by Yegin Chen, second by Lauren Garces. Minutes approved, 5-0.

Non-agenda Public Comment

No non-agenda public comments were received.

Discussion Items

1. Item 5: Action: Creation of Ad-Hoc Committees to Review and Update Council Policy 700-02
 - a. Staff asked CPAB to vote on the creation of Ad-Hoc Committees to Review and Update Council Policy 700-02. Council Policy 700-02 establishes guidelines and activities utilizing CDBG funds and how the City will allocate the funds provided by HUD. The most updated amendment was approved by City Council in 2016. Since the City is undergoing the planning process for the FY 2025-2029 Consolidated Plan, staff propose that CPAB vote on the creation of ad hoc committees of no more than 4 members to review the current council policy and update it. The committees will meet via Zoom virtual platform. There was a motion to vote to create an Ad-Hoc Committee by Rich Thesing. Yegin Chen seconded the motion. Motion was approved, 7-0.
2. Item 7: Discussion: Overview of the Economic Development Department

- a.** Monica Hardman, Deputy Director presented on San Diego Promise Zone (SDPZ). *Please see attached presentation for more information.*
 - i.** CPAB member Abena Bradford inquired how does SDPZ conduct outreach and assess the needs of the community? Monica shared that although the City of San Diego is the lead of the San Diego Promise Zone, they work in collaboration with Community Partner Organizations which are the connecting point that provide services to businesses and residents. Community group meetings are conducted through the SDPZ where residents are encouraged to attend. The San Diego Promise Zone recently hosted a Business Walk in May where groups of City staff and volunteers visited small businesses in City Heights area to give business owners an opportunity to express their concerns and inquire what services they would like to have to help their business. Businesses were also provided with resources during the visit. Monica introduced Melissa Elder, Promise Zone Coordinator.
 - ii.** CPAB member Abena Bradford asked what VISTAs were. Monica clarified that AmeriCorps VISTA (Volunteers in Service to America) are volunteers that commit to work for a 1-year period. The premise of the program is an anti-poverty program designed to provide needed resources to nonprofit organizations and public agencies to help communities in need. Monica added that the San Diego Promise Zone is staffed and operated with the help of five AmeriCorp VISTAs.
 - iii.** CPAB member Rich Thesing thanked Monica Hardman for the presentation. Rich inquired if the SDPZ received a percentage of their funding from HUD. Monica clarified that the program was not funded by HUD. It was, however, a 10-year designation program with HUD that did not receive entitlement funds. Monica also indicated that organizations that applied for CDBG grants received extra points if their organization was located in SDPZ.
 - iv.** CPAB member Yegin Chen inquired what year the SDPZ was created. Monica shared that the program began in 2016. Monica indicated that Empowerment Zone, Opportunity Zone and Promise Zone were programs that had a commonality. These programs work in areas where communities were historically underrepresented and disadvantaged. Census tracking was utilized to determine these areas.
 - v.** CPAB member Victoria Barba suggested that Shelltown be added to the San Diego Promise Zone qualified areas since they were a community that needed resources. Monica shared that she would like to connect with Victoria to discuss further.
- b.** Sarah Brenha, Michael Wong, Leo Alarcon and Azita Wolf presented on Strategic Partnership & Research Division. *Please see attached presentation for more information.*
 - i.** CPAB member Yegin Chen asked how were Corporate Partners recruited? Sarah Brenha, Assistant Deputy Director, shared the partnership

application may be found in the Purchasing and Contracting section called “PlanetBids” of the City of San Diego website,

<https://pbsystem.planetbids.com>. Partnership is customized to promote marketing opportunities to San Diego residents, they are provided with seminars and programs that promote their business and develop official partnership designation.

- ii. CPAB member Abena Bradford inquired about how the partnership benefits communities. Sarah Brenha indicated that the community benefited from partnership with the City in different ways. For example, the partnership with Toyota provided 35 fleet vehicles to support Lifeguards which in turn, helped save lives. The vehicles were also used to assist with the swift water rescues in Fashion Valley area during the rainy season.
- iii. CPAB member Abena Bradford asked regarding the 350 Home Loans that were provided to San Diego residents. Michael Wong, Program Manager clarified that loans assisted first-time home buyer programs to residents of City Heights, Southeast San Diego and a portion of San Ysidro with a second trust deed loan.
- iv. CPAB member Abena Bradford inquired how the public was notified regarding surplus land. Michael Wong shared that due to the Surplus Land Act guidelines, the properties are listed in a mailing list and in the City of San Diego website. Michael disclosed that the Surplus Land Act included a 25% in affordable housing.
- v. CPAB member Yegin Chen asked a question regarding ROPS and CDBG \$60 million remaining portion. Leo Alarcon, Community Development Coordinator shared that the amount was determined by management on how funds will be used during that next fiscal year. Angela Nazareno-Clark, HUD Program Manager, added that historically approximately 15 million was allocated in CDBG funds per year.. In-house programs, such as Bridge to Home, utilized funds from CDBG that were applied towards affordable housing. Bridge to Home Program provides gap financing to qualified developers to make affordable housing projects.
- vi. CPAB member Rich Thesing inquired what happens after the regenerated funding is used and the Successor Agency revenue in redevelopment is complete. Leo Alarcon shared that 10% was allocated to assist funding for the next 10 years. An upcoming project in Liberty Station will build a hotel and bring new revenue to the City.
- vii. CPAB member Abena Bradford asked Azita Wolff, Economic Research Specialist, if she had performed data research on how Non-Profit organizations may assist the community. Azita shared that CDBG grants already provided funds to nonprofit organizations that had an essential role in the community by providing food, shelter and basic needs that were needed in an emergency situation, i.e. during COVID-19 pandemic. Ashley Gain, Community Development Specialist added that during the

Consolidated Planning process there will be a needs assessment conducted to research the needs of the community.

- c. Jerry McCormick, Public Information Officer from the Communications Department presented next. Jerry shared that the Communication team is formed by 20 staff members. Jerry's background is in journalism, he previously worked for the Union Tribune, Fox-Channel 5 and NBC-7. Jerry currently is an associate professor at San Diego State at Del Mar College that teaches journalism. Jerry has worked for the City of SD since June 2017.
 - i. CPAB member Abena inquired what can be done to get the word out to the community to get more CDBG applications? Jerry shared that he may take a creative approach to get the information out i.e., use his media contacts for the morning and afternoon shows, social media, and more. Nadine Hassoun, Community Development Specialist clarified that the department had not previously worked with Jerry to publicize the CDBG NOFA, and that the NOFA information is distributed through a newsletter. Jerry will be assisting with the Consolidated Plan process to make sure that information regarding the public forums and surveys reach the communities. Nadine would like to work with Jerry to discuss future NOFA/CDBG publications for the next fiscal year cycle. In addition, Nadine shared that in the past, publications for CDBG/NOFA were made to the community in the department's newsletter, the City's website and in publications such as El Latino, Voice and Viewpoint, and the Daily Transcript.
- d. Sean Karafin, Program Manager BEAR Division presented on Small Business Engagement, Attraction & Retention. *Document in presentation materials.*
 - i. CPAB member Abena Bradford inquired what was an LMA community? Sean Karafin clarified that LMA stands for Low Moderate Area.

3. Item 7: Discussion: Consolidated Plan Outreach Efforts

- a. Nadine Hassoun, Community Development Project Specialist updated the board regarding the Consolidated Plan Outreach efforts. The 5-Year Consolidated Plan is designed to help assess community development needs and market conditions to make data driven decisions on how CDBG funds will be used. The community engagement process will be conducted in the following platforms: 8-community forums in low-income communities, outreach including community events and surveys that will be translated into at least 5-languages. The consultant Root Policy will be assisting throughout the process. More updates will be provided during the next CPAB meeting. Root Policy Consultant staff will also be attending. Nadine will be following up with CPAB board members via email regarding the Consolidated Plan Community Engagement process. Board members are encouraged to share any upcoming meetings or community events in their district.
- b. CPAB Abena Bradford inquired regarding a timeline for this project. Nadine shared that the Community Engagement process will take place during August and September. The Consolidated Plan goals are expected to be ready by November 2023 and will be presented to City Council. The final plan is expected to be completed in May 2024. During April/May, it will also be presented to City Council.

Other Items

1. Next CPAB meeting will be on August 9, 2023.

Adjournment

1. Meeting closed at 11:57 a.m.

DRAFT

San Diego Promise Zone 101

Christina Bibler, Director
Monica Hardman, Deputy Director
Daichi Pantaleon, Assistant Deputy Director
Melissa Elder, Promise Zone Coordinator



1

 Economic Development

Promise Zone Eligibility

- The Promise Zone must encompass one or more census tracts or portions of census tracts across a **contiguous geography**;
- The **overall poverty** or extremely low income rate (whichever is greater) of Promise Zone residents must be **at or above 33 percent**;
- Promise Zone boundaries must encompass a **population** of at least 10,000 but **no more than 200,000 residents**;
- Local leadership must demonstrate **commitment** to the Promise Zone effort.

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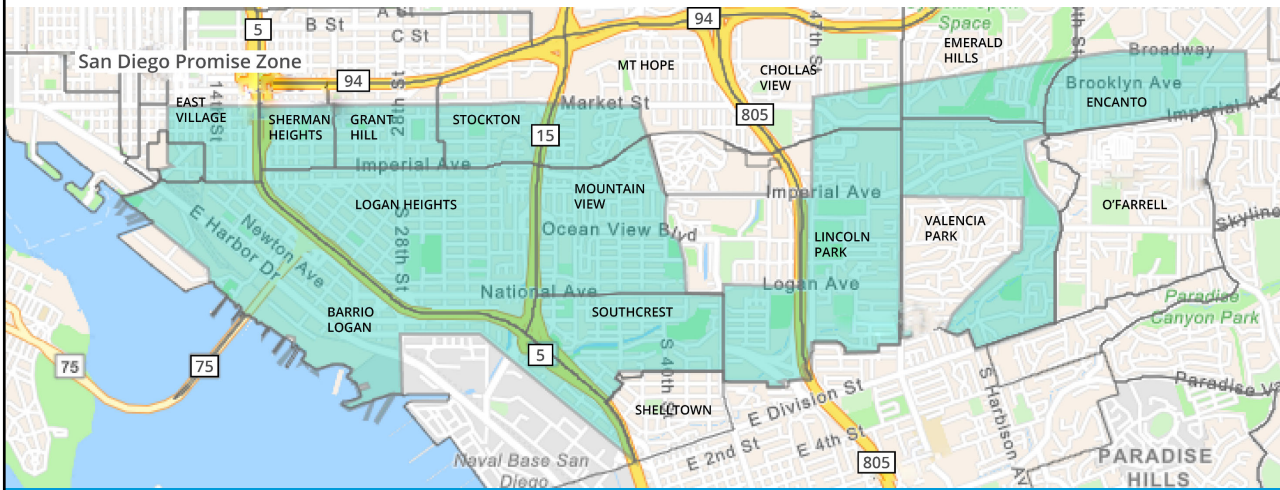
Promise Zone Federal Benefits

- Federal liaison assigned to assist with navigating federal programs
- Recruitment of five AmeriCorps VISTA members annually
- Preference for certain competitive federal grants and technical assistance

A Promise Zone is a designation overseen by a federal agency and does not receive direct federal funding.

3

San Diego Promise Zone



4

The Promise (2019)

To **increase opportunity** for Promise Zone residents by **building partnerships** and **connecting organizations to funding**.

The Promise (2021)

To co-create an ecosystem of opportunity and investment through collaboration that addresses systemic racism and inequities to improve the quality of life of Promise Zone residents.



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San Diego Promise Zone Partners

Able-Disabled Advocacy	Groundwork San Diego	Nile Sisters Development Initiative	Services)
Access Youth Academy	Harmonium	Outside the Lens	SD Hip Hop Health and Wellness 5K & Festival
Accessibility	Heartland Coalition YouthBuild San Diego	Partnership for Environmental Progress	Second Chance
Barrio Logan College Institute	Home Start, Inc.	Paving Great Futures	Small Business Development Center of San Diego and Imperial Counties
Catalyst of San Diego & Imperial Counties	I Am My Brother's Keeper	Project A.W.A.R.E.	Social Advocates for Youth San Diego
Central San Diego Black Chamber of Commerce	International Rescue Committee	Project Concern International	South County Economic Development Council
Chicano Park Museum and Cultural Center	Jacob & Cushman San Diego Food Bank	Project New Village	The League of Amazing Programmers
Circulate San Diego	Jewish Family Service	Reality Changers	United Way of San Diego
City of San Diego	Kitchens for Good	Regional Taskforce on the Homeless	University of California San Diego
Co-Harvest	Leah's Pantry	San Diego Association of Governments	Urban Collaborative Project
Community Housing Works	Legal Aid Society	San Diego Community College District	Urban Corps of San Diego County
Computers 2 SD Kids	Local Initiative Support Corporation	San Diego Continuing Education	Urban League of San Diego County
Corona Enterprises LLC	Logan Heights Community Development Corporation	San Diego County Office of Education	UrbanLife Ministries
County of San Diego HHS	Meals on Wheels San Diego County	San Diego Food System Alliance	Workshops for Warriors
D.E.T.O.U.R.	Metro Community Ministries Inc.	San Diego For Every Child	YMCA of San Diego County
Diamond Business Association	Metropolitan Area Advisory Committee on Anti-Poverty	San Diego Futures Foundation	Youth Will
Diamond Education Excellence Partnership	mohuman	San Diego Habitat for Humanity	
Family Health Centers of San Diego	Mongol Tribe	San Diego Housing Commission	
Feeding San Diego	National Conflict Resolution Center	San Diego Housing Federation	
Good Neighbor Project	National University	San Diego Parks Foundation	
GRID Alternatives	Neighborhood House Association	San Diego State University	
		San Diego Unified School District	
		San Diego Workforce Partnership	
		San Ysidro Health Center	
		SBCS (Formerly South Bay Community	

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San Diego Promise Zone Working Groups



Creating Jobs



Economic Activity



Education



Healthy Communities



Housing Affordability

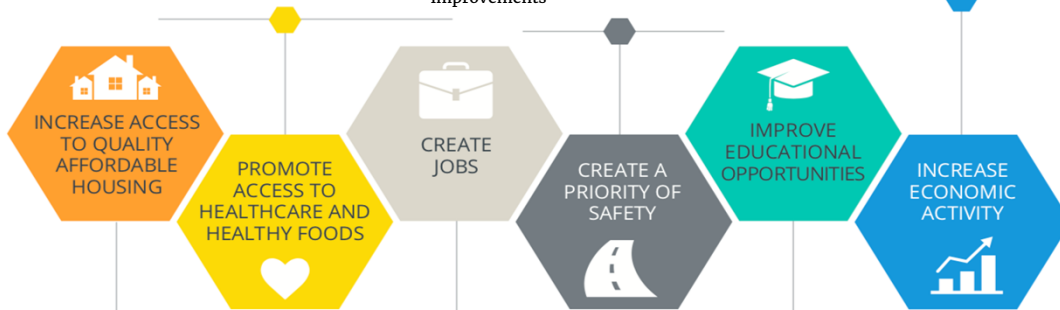


Safety

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SD 2022 Working Group Priorities

- Support food security and nutrition incentive programs
- Collaborate with health agencies
- Support active transportation and living efforts
- Dialogue with residents
- Create environments conducive to learning and work
- Identify and advocate for the most needed improvements
- Increase and improve access to capital



- Promote resources for renters
- Monitor progress

- Connect opportunity youth
- Expand effective workforce development programs
- Connect residents with jobs and training

- Improve student performance
- Create readiness programs
- Expand educational and training opportunities

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How can the Promise Zone be a value add to Partners?

1) Building Capacity

Creating boilerplate language and data packages for grant applications, hosting grant workshops, and facilitating technical assistance

2) Sharing Resources and Building Partnerships

Crafting the San Diego Promise Zone Grants Newsletter, convening Partners and matchmaking agencies to opportunities, forecasting future funding opportunities, connecting Partners to volunteers and corporate resources, coordinating debriefs for unsuccessful grant applications

3) Pursuing Priority Grants

Submitting competitive, collaborative applications for grants that have been strategically chosen by stakeholders in the Promise Zone

4) Pursuing and Supporting Other Identified Grants

Supporting additional applications on a rolling basis based on staff capacity

The Role of City Staff

- Backbone organization
- Help facilitate working group meetings
- Report to HUD and CNCS on progress
- Recruit and manage VISTAs
- Provide technical assistance when possible
- Act as a liaison between City departments and community needs
- Support Partners, build relationships, make connections, disseminate resources, and connect with communities

Your Future Now: Youth-led Career Expo

Jobs and Education Working
Group Annual Event


- Lead mock interviews
- Resume Building Workshops
- Educational Panels
- On the spot interviews
- Industry informational tables
- 50 free computers given away



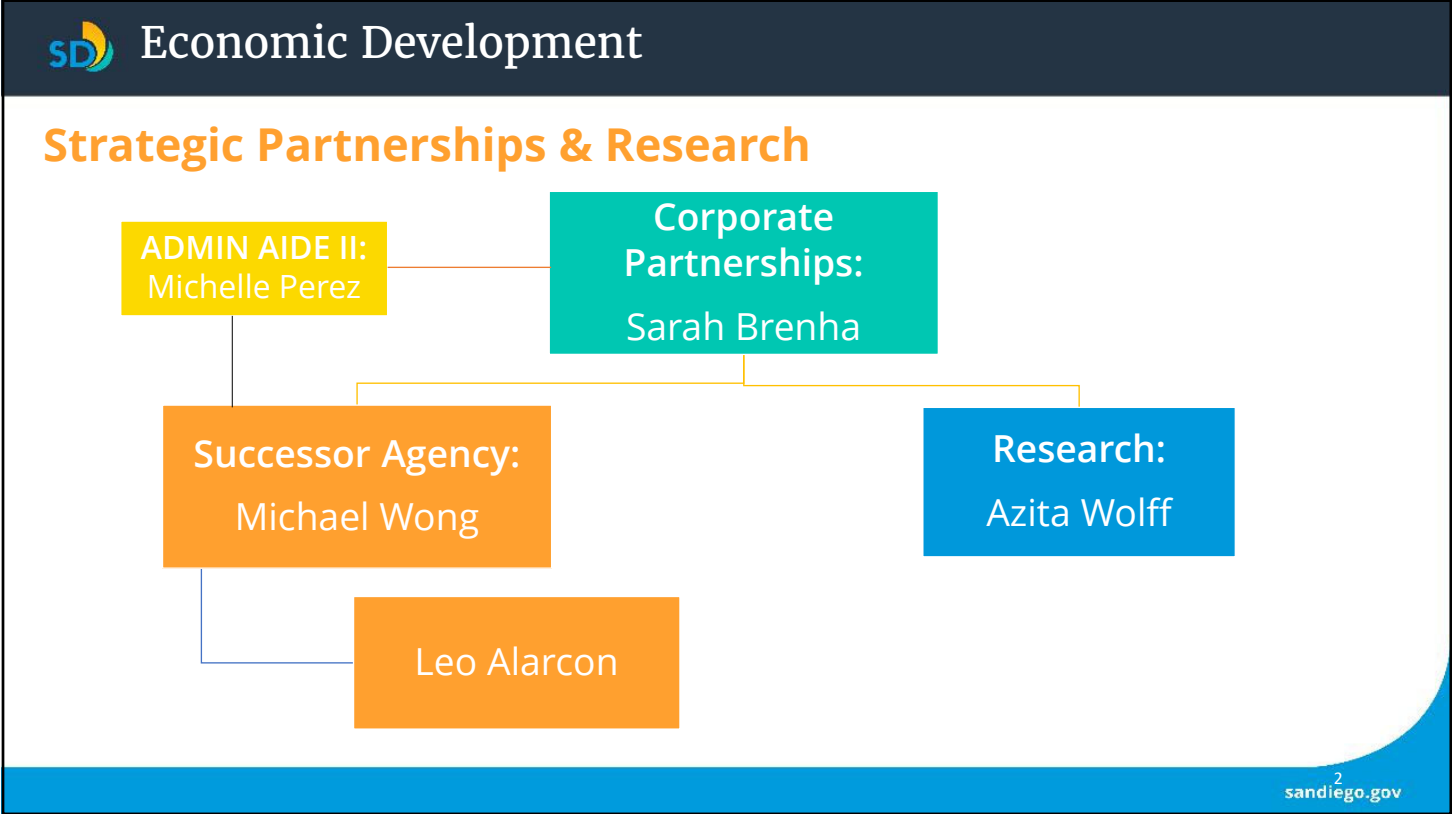
Economic Development

Consolidated Plan Advisory Board (CPAB) Meeting

Strategic Partnerships & Research Division
July 12, 2023



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Economic Development

Strategic Partnerships & Research: Corp. Partnerships

Corporate Partnerships & Development

- Program launched 23 years ago
- Generated > \$27 million in cash and in-kind support
- Regional, national, and international corporate organizations
- Departmental moves/consolidation
- Benchmarking results

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Economic Development

Strategic Partnerships & Research: Corp. Partnerships

Why Partnerships?

- Engage public/city employees
- Enhance city programs
- Strengthen general fund
- Offset costs
- Create awareness
- Demonstrate good will
- Coordination of donations/donation reporting



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SD Economic Development

Strategic Partnerships & Research: Corp. Partnerships

Corporate Partners

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SD Economic Development

Strategic Partnerships & Research: Corp. Partnerships

Toyota

- 10 years of partnership
- Water Safety Days Program
- Fleet of 35 vehicles
- Supports Lifeguards recruitment efforts
- Jr. Lifeguards sponsorships
- Pool Days
- Autism Tree Camp

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SD Economic Development

Strategic Partnerships & Research: Successor Agency

Redevelopment Timeline:

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    graph LR
      2011[2011] --> 2012[2012]
      2011 --- B1[• State dissolves over 400 Redevelopment Agencies (RDA)]
      2012 --- B2[• Creation of Successor Agencies and Oversight Boards]
  
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SD Economic Development

Strategic Partnerships & Research: Successor Agency

Property Tax Revenues

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    graph LR
      Pre2011[Pre-2011] --> Post2011[Post 2011]
      Post2011 --> ROPS[ROPS]
      Pre2011 --- B1[• Portion to existing RDA project areas]
      Post2011 --- B2[• Dedicated RDA portion eliminated  
• LMIHF]
      ROPS --- B3[• Created to payoff existing projects/debts]
  
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SD Economic Development

Strategic Partnerships & Research: Successor Agency

<p>ROPS</p> <ul style="list-style-type: none"> • CDBG portion (\$60 million remaining) 	<p>LMIHF</p> <ul style="list-style-type: none"> • Bridge to Home
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SD Economic Development

Strategic Partnerships & Research: Successor Agency

<p>NTC</p> <ul style="list-style-type: none"> Arts District 70% Complete Boat Chanel Hotel Completion 	<p>ROPS</p> <ul style="list-style-type: none"> 90% Complete Many Entities Involved 	<p>Property Management</p> <ul style="list-style-type: none"> Long Range Prop. Mgmt Plan (LRPMP) 29 --> 13 Properties 4 Parking Garages SLA 	<p>Loans</p> <ul style="list-style-type: none"> 70+ Commercial Loans 350+ Home Loans 	<p>Other</p> <ul style="list-style-type: none"> PRA Litigation
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SD Economic Development

Strategic Partnerships & Research: Successor Agency

Critical Partnerships:

CIVIC COMMUNITIES
CIVIC-MINDED, COMMUNITY-FOCUSED

City Attorney

State of California Department of Finance

COUNTY OF SAN DIEGO
THE NOBLEST MOTIVE IS THE PUBLIC GOOD
MDCCCLII

HOUSING AND COMMUNITY DEVELOPMENT
CALIFORNIA

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SD Economic Development

Strategic Partnerships & Research: Economic Research

BEAR

SPR

Economic Research Specialist

CDD

BOSS

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SD Economic Development

Strategic Partnerships & Research: Economic Research

SD City of San Diego Strategic Plan

A Future For All of Us

Vision
Opportunity in every neighborhood, excellent service for every San Diegan.

Mission
Every day we serve our communities to make San Diego not just a fine city, but a great City.

Operating Principles

Customer Service

- We value our residents, customers, and employees by designing solutions and services that put people first.

Empowerment & Engagement

- We value a "Culture of Yes" where we empower employees to creatively solve problems and offer solutions.

Equity & Inclusion

- We value equity by taking intentional action to create equal access to opportunity and resources.

Trust & Transparency

- We value transparency by using data to make better-informed decisions, answer questions, and build trust with the public.

Priority Areas

Create Homes for All of Us

- Ensuring every San Diegan has access to secure, affordable housing.

Protect & Enrich Every Neighborhood

- Connecting communities to safe public spaces that offer opportunities to learn, grow, and thrive.

Advance Mobility & Infrastructure

- Offering high-quality infrastructure and mobility options that are efficient, safe, and convenient.

Champion Sustainability

- Creating livable, sustainable communities for all San Diegans, now and in the future.

Foster Regional Prosperity

- Promoting economic growth and opportunity in every community, for every San Diegan.

performance.sandiego.gov



FISCAL YEAR 2020 - 2024 Consolidated Plan

JUNE 2019 The City of SAN DIEGO

Business Expansion Attraction & Retention

Programs Overview
July 2023



1



Business Expansion, Attraction & Retention (BEAR) Division – Unit Summary

Small Business Engagement Tourism and Capital Innovation, Manufacturing, and Trade

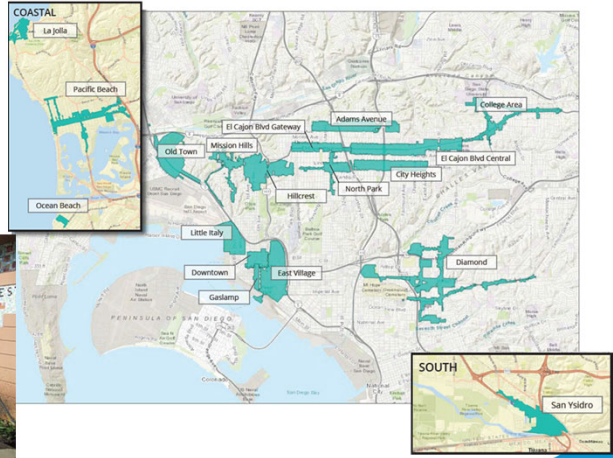


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Neighborhood Business Districts

- 18 Business Improvement Districts (BIDs)
- 11 Property Assessment Districts (MADs/PBIDs)
- Capacity Building Grant Program
*Applicant organizations required to support small businesses in LMA/LMI communities.



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One-on-one Assistance

- sdbusiness@sandiego.gov
- <https://www.sandiego.gov/economic-development/resources/services>

Economic Development Home Why San Diego? Start, Expand & Finance Your Business Tax Incentives Successor Agency

Services for Businesses and Business Districts

The Economic Development Department has compiled frequently requested services often used by businesses and nonprofits serving business districts throughout the city. If you have any questions navigating the below services, please contact us at sdbusiness@sandiego.gov or (619) 236-6700 for assistance.

Contract with the City! Learn more about working with us on City projects through the [Equal Opportunity Contracting](#) program.

Top Resources

Get It Done
Simple and easy to connect with the City

- Report non-emergency problems
- Schedule appointments
- Obtain information

[sandiego.gov/get-it-done](https://www.sandiego.gov/get-it-done)
or download your mobile app today!

4



Outreach

- Small Business Advisory Board
- Business Walks
 - *Priority locations in LMA/LMI districts, historically under-resources communities, and Promise Zone.
- Program Outreach
 - Spaces as Places
 - *Priority permit assistance, expedited permit issuance, and financial support provided for LMA/LMI businesses.
 - Sidewalk Vending



5



CITY HEIGHTS BUSINESS WALK Thursday, February 2, 2023 | 2-4pm



What is a business walk? Representatives from the City of San Diego's Economic Development Department, City Council, and local community organizations will be stopping by businesses like yours! We want to hear first-hand from business owners and learn what we can do to further support your business community. We will be prepared to share resources that are specifically created to help small businesses thrive.



One-on-One Direct Support sdbusiness@sandiego.gov | 619-236-6700

Have a question about your business and don't know where to start? Our team can help you navigate City requirements and find resources that support your business growth. ¡Hablamos español!

Get It Done San Diego
sandiego.gov/get-it-done
Report non-emergency issues through the Get It Done app and get service for potholes, graffiti, broken streetlights, abandoned vehicles, tree hazards, sidewalk repairs and more.



Storefront Improvement Program sandiego.gov/storefront

City businesses with street-facing storefronts and 25 or fewer employees can receive free design assistance and max rebates up to as much as \$16,000.


www.sandiego.gov/economic-development | 619-236-6700

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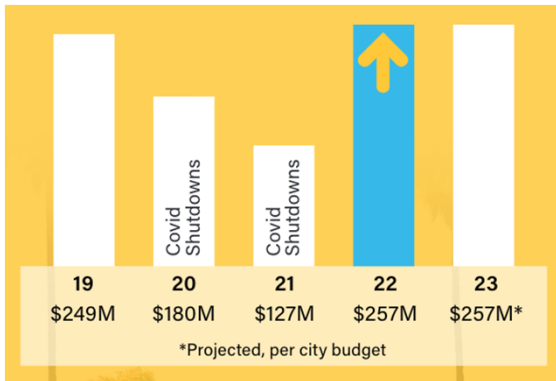
SD Tourism and Capital Unit

Tourism Marketing District

- Assessment on hotels with 70 or more hotel rooms
- Funding for targeted marketing and sales and destination marketing
- San Diego Tourism Authority and other contractors




TOT Collections



Year	2019	2020	2021	2022	2023
TOT Collections	\$249M	\$180M	\$127M	\$257M	\$257M*

*Projected, per city budget

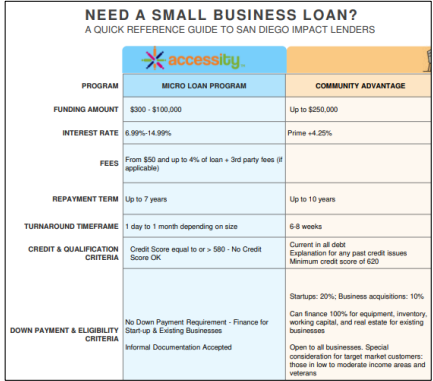
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SD Tourism and Capital Unit

Business Finance Loan Program

- CARES Act Revolving Loan Fund
*Priority application review and loan issuance provided for LMA/LMI businesses.
- 100+ SD Region Revolving Loan Fund (Cities of SD and CV)
*Priority application review and loan issuance provided for LMA/LMI businesses.
- <https://www.sandiego.gov/economic-development/business/financing>
- Lending matrix - <https://catalystsd.org/wp-content/uploads/9.7.2022-Updated-Borrower-Matrix.pdf>

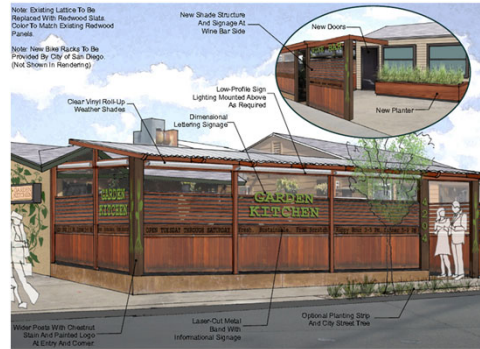


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Grant Assistance

- Economic Development Funding Grant Program (TOT and SBEP)
- Storefront Improvement Program
 - *Higher award amounts (75% vs 50% of project cost), priority application review and fund disbursement issuance provided for LMA/LMI businesses.
- Outdoor Business Grants (replaced Temporary Outdoor Business Operation Grants)
 - *Priority application review and grant issuance provided for LMA/LMI businesses.



Permitting and Technical Support

Due diligence:

- Identify potential locations
- Identify zoning and development standards
- Research archives
- Confirm submittal requirements

Permitting:

- Liaison between applicant and DSD
- Monitor permit progress
- Troubleshoot and assist with issues resolution

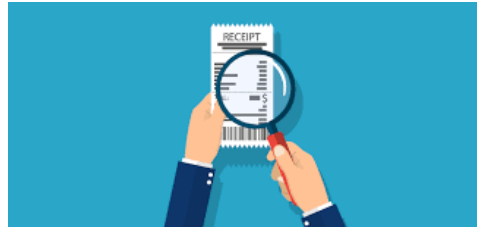
*Priority permit review, technical assistance, expedited permit issuance, and financial support provided for LMA/LMI businesses and businesses located in the Promise Zone.





Business Cooperation Program

- Reallocation of sales/use tax for construction and purchases of equipment purchased outside SD Region
- Available tax rebate of up to 45% of the local 1% sales/use tax paid



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Fee Payment Incentive Program

- Reimbursement of up to \$10,000 in permitting fees
- Based on a point system (investment amount, jobs created/retained, etc.)

*Projects must be located in Promise Zone, Opportunity Zone, or LMI Census Tract

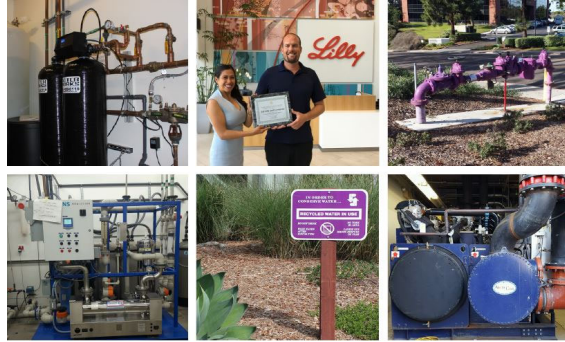


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Guaranteed Water for Industry

- Guarantees uninterrupted water supply for manufacturing and R&D firms that depend on water
- Exempt from Drought Level 2 water allocations
- Commitment to conservation BMPs



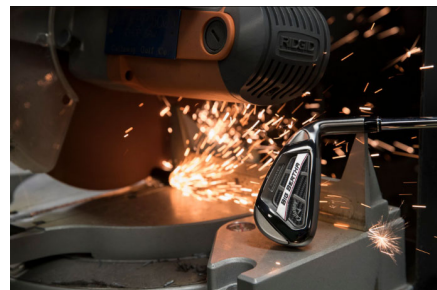
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Foreign Trade Zones (FTZ)

- FTZ program provides importers, manufacturers and distributors with opportunities to defer U.S. Customs duty payments until merchandise leaves an FTZ site
- Involves City, Customs and Border Protection, and FTZ Board
- Covers San Diego County and portion of southern Riverside
- 15 Operators currently participating
- Webpage -
<https://sandiego.maps.arcgis.com/apps/Cascade/index.html?appid=ebbd39240a5745a69fe339564e841280>



sandiego.gov/ftz

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