

Business Assistance Programs

There are a number of excellent partner agencies that work with the City of Camarillo. Through these agencies there are a number of quality assistance opportunities for Camarillo businesses.





The Economic Development Collaborative, or EDC-VC (www.edc-vc.com), is located in Camarillo, and partners with the Ventura County Small Business Development Center (SBDC). The organizations have some 30 consultants with expertise in all aspects of business, and, they are available to assist your business at no charge. For manufacturing companies, the consultants of the EDC-VC consultants include a number of six-sigma specialists.

The EDC-VC also has a loan program, which can provide funding when bank loans have not been approved. For assistance, please contact Kelly Noble at 384-1800 (ext. 21), or Kelly.noble@edc-vc.com.



The EDC-VC receives funding from the State of California for the **Employee Training Panel (ETP)** program. The ETP covers the costs of training in a number of areas of production. Training can be provided either by one of your managers, or by a consultant; this is typically for manufacturing companies, and usually covers from 40 to 80 hours per employee involved.





Companies expanding in California, are eligible to apply for a tax credit through the **CA Competes** program.

To date, four Camarillo companies have been awarded tax credits through the program, totaling over \$2.5 million. The credits will allow these companies to hire over 480 new employees into Camarillo's workforce:
<http://www.business.ca.gov/Programs/CaliforniaCompetesTaxCredit.aspx>





Manufacturing and Research & Development Exemption

Another excellent program for manufacturers is offered through the State Board of Equalization, which provides an **exemption to the CA portion of sales tax** for equipment purchases and R&D:

http://www.boe.ca.gov/sutax/manufacturing_exemptions.htm.



Russell Fischer Business Collection



Another great resource is the **Russell Fischer Business Collection (RFBC)**, which is based at the Camarillo Library (bit.ly/camlibbiz). The RFBC stocks thousands of books (digital and print), along with research databases. Another service option through the RFBC is **Lynda.com**, to enhance skills on computer programs and other aspects of business. There are also a number of programs, apps, and workshops offered through the RFBC, located on the second floor of the Library.

An advertisement for the OverDrive app. The background shows a person in a grey suit holding a smartphone and a black suitcase. The text "TRAVEL LIGHT" is written in large, bold, orange letters. Below it, the text "DOWNLOAD THE OVERDRIVE APP FOR BUSINESS BOOKS ON THE GO." is written in white. The OverDrive logo is in the bottom right corner, along with icons for Google Play and the App Store. A small version of the Russell Fischer Business Collection logo is also present in the bottom right corner.

Fast-tracking Permits



City staff can work with companies relocating to Camarillo by bringing together our different approving departments and agencies (planning, building, fire department) for a pre-submittal meeting to help fast-track the permitting process. This can, in turn, help to curb costs.

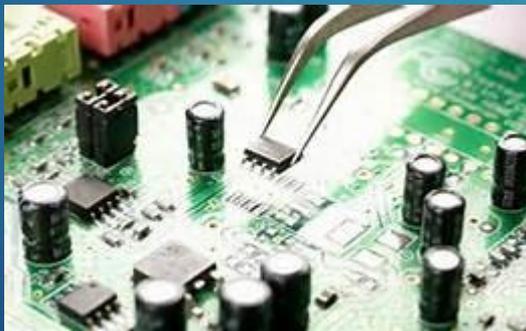




Foreign Trade Zone (FTZ)



For manufacturers, depending on where they obtain raw materials for their production, a **Foreign Trade Zone (FTZ)** designation could help to reduce costs. An FTZ designation is available through the Port of Hueneme: <http://www.portofhueneme.org/business/foreign-trade-zone/>. Materials don't need to be delivered through the Port to be eligible for FTZ tax relief (they can arrive via truck, rail, or air freight).



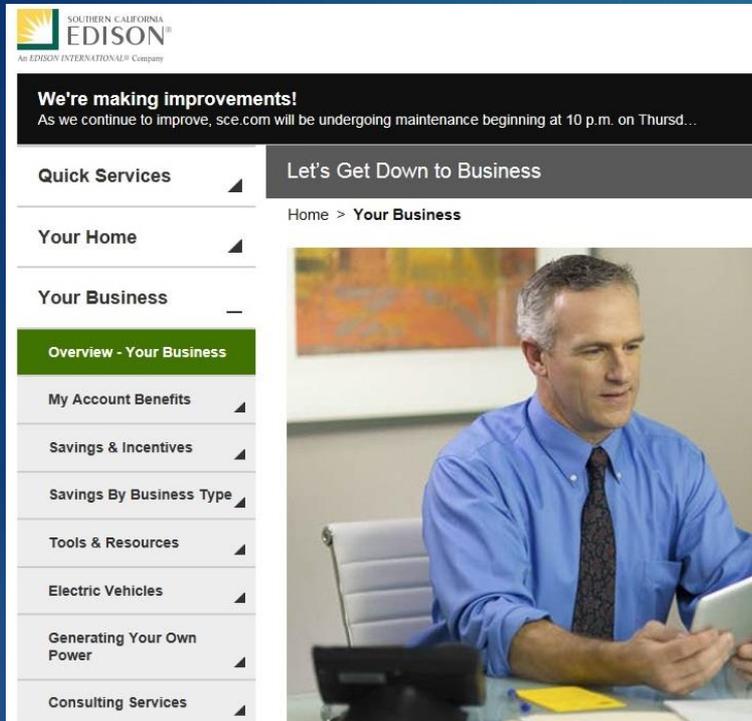


Workforce Development Board

Bringing People & Opportunities Together

Another important agency is the **Workforce Development Board**: <http://www.workforceventuracounty.org>. For employers, the WDB offers no-cost and low-cost recruitment, on-the-job training, and business consulting services. Through its American Job Centers, the WDB provides guidance, training, and placement support for job seekers. The WDB also coordinates the work of regional industry sector committees, including the Manufacturing Roundtable of Ventura County (MRVC).





The **Southern CA Edison utility cost reduction program** uses the Economic Development Rate (EDR). The program is for companies that use 200 KW or more of electricity annually. Sanctioned by the California Public Utilities Commission, SC Edison's program is designed to help companies remain in California through specific cost reductions. 200 KW is a low threshold, making the majority of companies eligible to apply for the EDR if they meet the program's other requirements. For details, please contact Laurel Shockley at Laurel.shockley@sce.com.



Local manufacturers also benefit from incentives offered through the **Ventura County Recycling Market Development Zone**, which assists companies to make products from recycled materials. Benefits include grants, low-interest loans, publicity (free listings on Recyclestore.com), materials for manufacturing, business planning, and permit assistance: www.VCpublicworks.org/rmdz





California**FIRST**
EFFICIENCY FINANCING

Alternative Energy Improvements



The **PACE – CaliforniaFIRST Program** is an affordable way to install energy-efficient improvements at commercial and multi-family residential properties (five or more units). PACE is Property Assessed Clean Energy, facilitated through CaliforniaFIRST (<https://californiafirst.org/homeowner-overview/>). The CaliforniaFIRST program is public/private financing that provides upfront funding for energy-efficient, renewable energy, and water-saving improvements. Program costs are repaid by property owners as a line item on their tax bill, and can be financed for up to 25 years.



Statewide Revolving Loan Fund



The VEDC is a non-profit funding source of capital for small business loans and micro-financing (<http://www.vedc.org/>). Start-up and existing businesses (in operation for at least two years) are eligible to apply. Loans are made for purchasing an existing business, working capital, equipment, inventory, tenant improvements, or owner-occupied commercial real estate. For more information, please contact Keith Rogers at Krogers@vedc.org.



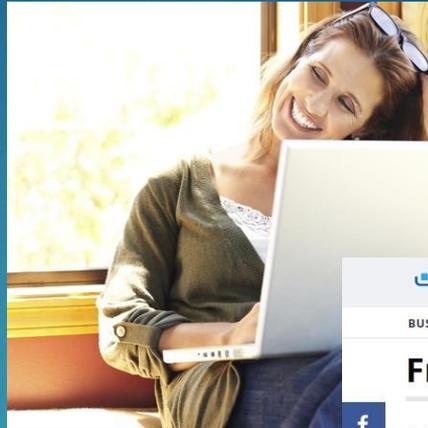
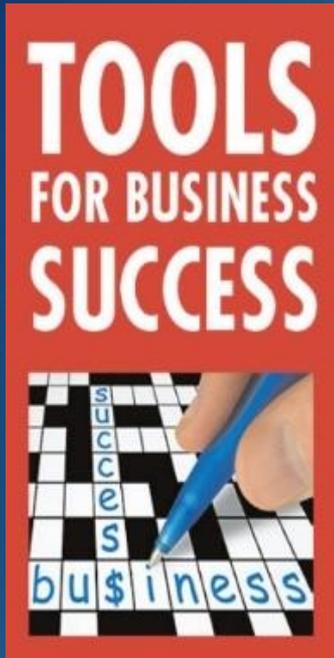
The **Coastal Housing Partnership** (www.coastalhousing.org) offers an innovative housing benefit that helps employees of participating companies obtain substantial savings when renting, refinancing a mortgage, or purchasing a home. Coastal Housing works with companies in both Ventura and Santa Barbara Counties, and has helped over 10,000 local employees purchase homes. For more information, please contact Susan Lomeli at Susan@coastalhousing.org.



**Camarillo
Chamber of
Commerce**



The **Camarillo Chamber of Commerce** (www.camarillochamber.org) has a variety of services for its member businesses, including advertising, business development, advocacy, forums for specific groups like young and Hispanic business persons, numerous special events, and more. For more information, please contact Chamber CEO Gary Cushing at ceo@camarillochamber.org.



Tools for Business Success is a great resource all types of businesses. Just go to the City website: www.CityofCamarillo.org, and click on to 'Business' or 'Business Resources' on the homepage; then click on to the Tools for Business Success icon in the bottom, right-hand corner of the next page. Whether you are just starting your business, expanding your operations, or in need of any number of other resources, check it out!

A screenshot of the Bplans website. The header includes the Bplans logo and the tagline "Starting a business made easy". A navigation menu lists: BUSINESS PLANNING, PITCHING, FUNDING, STARTING, MANAGING, BUSINESS TOOLS. The main heading is "Free Sample Business Plans". Below this is a paragraph: "Get inspired with our gallery of over 500 example business plans. Choose the category that is closest to your own business or industry, and view a plan you like. LivePlan includes all 500 sample plans, so you can easily reference any of them when you're writing your own plan." A vertical sidebar on the left contains social media icons for Facebook, Twitter, LinkedIn, Google+, Pinterest, Email, and a plus sign. The main content area is titled "MOST POPULAR CATEGORIES" and lists four categories with icons and descriptions:

- Restaurant, Cafe, and Bakery (46)**: 46 free business plans for restaurants, cafes, bakeries, and other eateries.
- Medical and Health Care (26)**: 26 free business plans for doctors, medical billing companies, chiropractors, dentists, hospitals and more.
- Retail and Online Store (116)**: 116 free business plans for clothing stores, online stores, e-businesses, gift shops, eBay and more.
- Services (216)**: 216 free business plans for accountants, insurance agents, self storage businesses, cleaning services and much more.