



March 2010

California Department of Resources,
Recycling and Recovery (CalRecycle)

California Business Investment Services (CalBIS)
Business Expansion, Attraction & Retention

CalBIS History

- CalBIS was launched in 2003 when Technology, Trade & Commerce Agency (TTCA) was eliminated.
- Memorandum of Understanding was developed between TTCA and Employment Development Department to have CalBIS staff reside at EDD.
- In 2005, CalBIS relocated to LWDA, reporting to Secretary and Deputy Secretary of Employment and Workforce Development.
- Currently four professional staff provide statewide client services.

What is CalBIS?

- Economic Development Services

- Assistance to expand, attract and retain jobs generating business investments.
- Provide “One-Stop” and single point-of-contact for employers, corporate real estate executives, and site location consultants considering California for new business investment and expansion.
- Promote and present all of California.

California Business Investment Services

A unit of the Labor and Workforce Development Agency

What We Offer:

- Program and Services

- Provides consulting services tailored to meet the needs of individual companies including:

- ✓ Enterprise Zone
 - ✓ Taxation
 - ✓ Workforce availability & training
 - ✓ Resources for financial & loan assistance
 - ✓ Public infrastructure
 - ✓ Business advocacy
 - ✓ Economic & demographic data
 - ✓ State & local permit assistance

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CalBIS Clients and Industries

- Medium-to-large businesses.
- Domestic and International.
- Key Industry Clusters include:
 - Biotech & Manufacturing
 - Food Processing & Agricultural Technology
 - Renewable & Clean Technology
- Expansion to the West Coast.
- California companies.
 - Expanding and/or threatening to leave.
- Consultants representing businesses.

2009 Work "Snapshot"

■ Inquiries by Facility Type

■ Manufacturing	24%
■ Food Related	4%
■ Service	4%
■ (e.g. wind turbine service center, biodiesel plant, ethanol plant, manufacturer of fireplace log made from recycled wax corrugated boxes)	
■ Distribution	5%
■ Back Office	4%
■ Life Science/Biotech	6%
■ Clean Tech/ Renewable Energy	40%
■ High Tech/R&D	14%
■ Other	0%

2009 Work "Snapshot"

■ Inquiries by Geographic origin

■ Foreign	30%
■ California Expansion	45%
■ Western US	5%
■ Other US	20%

Site Selection Regions

Upstate California
Sacramento Region
Bay Area
Central Sierra
Central Valley
Central Coast
Los Angeles
Orange
Inland Empire
San Diego/Imperial



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The Process

- Client Qualification
 - Project criteria.
- Request-for-Proposals
- Proposal Development
 - Compilation of local proposals.
 - Comparative analysis.
 - Address state-level issues.
- Site Tours and Community Meetings
- Service-After-The-Sale

Success Examples

- **NSolar**
 - PV solar panel systems
- **Guardian Glass**
 - Company underwent major expansion in Kingsburg and changed to natural gas for manufacturing resulting in cleaner emissions.
- We have worked with the following firms as well:
 - Tesla Automotive
 - Genentech
 - Lowe's
 - Bayer Headquarters
 - Virgin America
 - Niagara Water

Green Firms Examples – Recycle Reuse

- Bio Fuels – fuel from algae
- Industrial Package from agricultural byproduct – replaces shipping pallets
- Recycled Oil - re-refine and package
- Motor Oil – from animal fat
- Tire recyclers – firm wanted to purchase for fuel in cement kilns in Asia
- Ethanol producers
- PET flake as a raw material to extract PSF (Polyester Staple Fiber)

Client Sources

- Repeat Customer: Consultants
- Business Associations
 - CoreNet (*corporate real estate industry*)
 - International Economic Development Council
 - Industrial Asset Management Council
- Direct
 - Phone
 - Website
 - TeamCa.org
 - Email

CalBIS Key Partners

- Governor's Office
 - Special Advisor for Jobs & Economic Growth
 - California Commission for Jobs and Economic Growth
- Business Transportation & Housing Agency
 - Deputy Secretary Economic Development and Commerce
 - Infrastructure Bank
 - Enterprise Zones – Housing & Community Development Department
- Employment Training Panel – Economic Development Staff
- Labor Workforce Development Agency
 - Employment Development Department
 - Workforce Investment Boards
 - Labor Market Information Department
 - Department of Industrial Relations
- Local Economic Development Organizations
- TeamCalifornia

CalBIS Group Members

- CalBIS Group Members

- Dave Freitas
- Mather Kearney
- Tom Lease
- Patrick McGuire
- Jason Rancadore

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