



# Contra Costa SBDC

Antioch Chamber of Commerce presentation



# Introduction

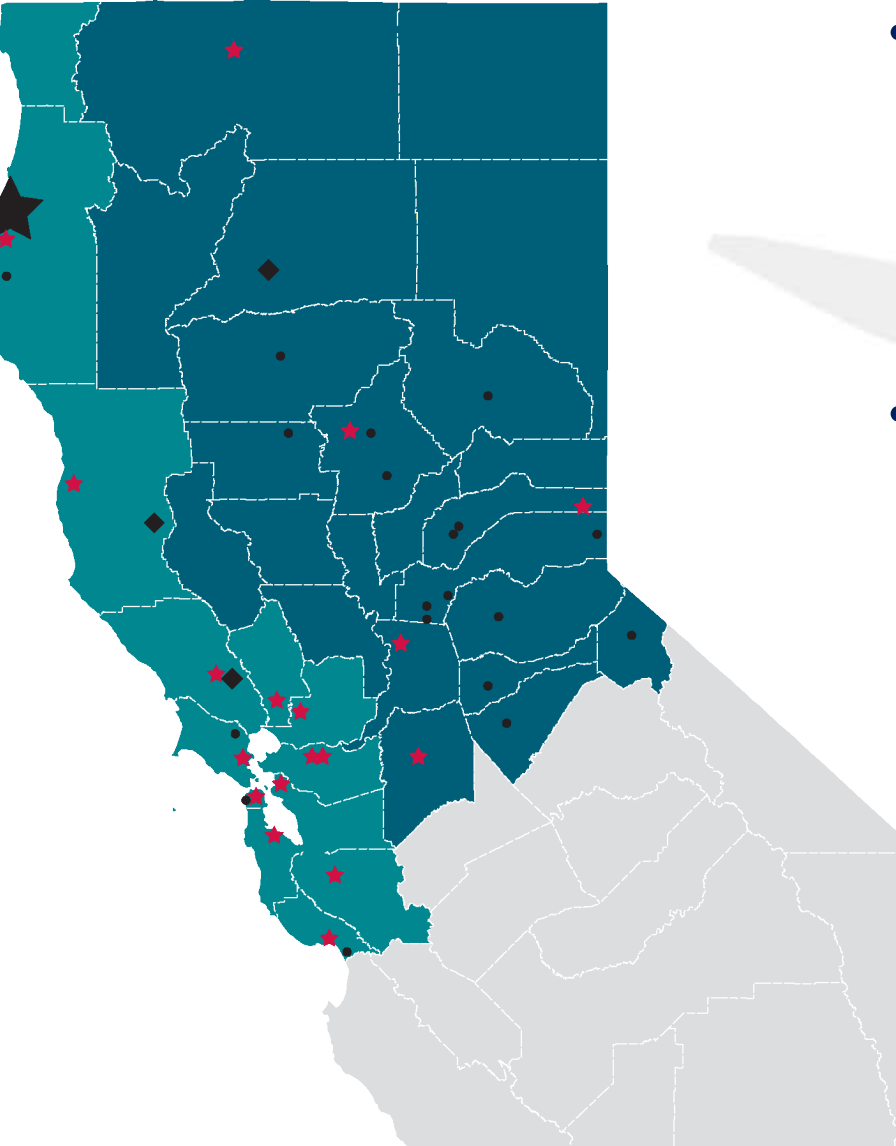
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**Contra Costa SBDC phone: 925-222-5228**  
**CCSBDC website: [www.ContraCostaSBDC.org](http://www.ContraCostaSBDC.org)**



- **Norcal SBDC Regional Office:** Humboldt State University
  - All-Region Tech Program
  - Norcal Finance Center
  - Norcal Restaurant Program
  - Affiliate partners: SF
- **18 SBDC Centers**
  - Eureka, Yreka, Redding, Fort Bragg, Chico, Truckee, Napa, San Rafael, Fairfield, Sacramento, **Contra Costa**, Newark, San Francisco, San Mateo, Stockton, Aptos, San Jose

Funded by SBA and California Governors Office of Business and Economic Development

# Update on Contra Costa Center

## Contra Costa Small Business Development Center:

- Previously hosted by the County Workforce Dev Board
- Norcal SBDC Regional Network stepped in to manage in the interim
  - Managed remotely with a local team of expert business advisors
- Currently in an open RFP process to find a new local host

Data Elements	1/1/2018 to 12/31/2018	1/1/2019 to 12/31/2019	1/1/2020 to 12/31/2020
New Business Started	43	28	25
Jobs Created	58	178	143
Jobs Retained	1171	1024	3047
Increases in Sales	\$8,298,606	\$2,944,541	\$8,578,983
Number of SBA Loans	2	3	188
Capital Infusion - Loans	\$1,253,525	\$596,584	<b>\$18,671,033</b>
Capital Infusion - Equity	\$4,494,610	\$3,091,206	<b>\$6,287,221</b>
Clients Counseled	733	639	725
Total Client hours	3303.50	2619.00	3874.50



# CA Relief Grant

- State of CA Administered Grant Funds
  - Lendistry –Sole intermediary lender to approve and disburse funds
- \$475 Million - 2 Rounds of \$237.5 Million
- First round ended January 13<sup>th</sup> with over \$300k Applications
- **Second Round Launches 8am February 2<sup>nd</sup> to February 8<sup>th</sup> at 6pm**
- Possible \$575 Million additional to grant offering- CA Budget review
- CA SBDC major partner in rollout - responsible for 100k+ of total applications
  - Norcal SBDC offered 833-ASK-SBDC & [Loans@asksbdc.com](mailto:Loans@asksbdc.com) for full state outreach

# Norcal SBDC Participation in CA Relief Grant

**All took place from December 23<sup>th</sup> to January 13<sup>th</sup>**

- Updated [www.californiasbdc.org](http://www.californiasbdc.org) website daily with new info
  - Updated auto-reply email daily at [loans@asksbdc.com](mailto:loans@asksbdc.com)
  - Updated and re-recorded voicemail daily with new info
- Fielded over 100k calls, 20k emails, 3k text messages over 2 weeks
- Pivoted and assembled 20+ finance advisors to help with demand
- Signed up 5000+ new clients
- Translated grant information in following languages
  - Spanish
  - Korean
  - Mandarin & Cantonese
  - Vietnamese

# Helping Businesses with PPP & SBA Programs Offered

- Receive daily updates from SBA – breakdown info for webinars
- Check treasury website daily for application updates
- Understanding both PPP – 1<sup>st</sup> Draw and 2<sup>nd</sup> Draw
- Helping businesses get their 2019 taxes done & putting together their 2019 & 2020 Income statements & other payroll items needed
- New EIDL Advance legislation and how it effects last years recipients
- Shuttered venue operations grant
- Debt Relief and Bankruptcy offered programs



AMERICA'S  
**SBDC**  
CALIFORNIA

# Questions?

833-ASK-SBDC | [norcal\\_sbdc.org](http://norcal_sbdc.org)





**Thank you for joining us.**



**Contact us today.**  
**Find your SBDC at [norcalsbdc.org/locations](https://norcalsbdc.org/locations)**



The Northern California Small Business Development Center (SBDC) program focuses on advising small business clients located in the NorCal SBDC network coverage area. Funded in part through a cooperative agreement with the U.S. Small Business Administration. All opinions, conclusions, or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA or HSU Sponsored Programs Foundation.

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