

Workshop: State and Local Resources for Small Business Defense Contractors



This workshop is funded in part through the Governor's Office of Business and Economic Development's CASCADE Program



New City Incentive Programs Small Business Defense Workshop

November 22, 2019



Business Incentive Program



Qualifying Businesses

Economic Base Sector Firms

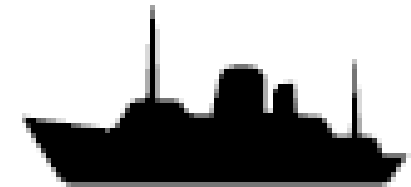
Base sector firms produce goods and/or provide services that are **primarily** sold within and outside of San Diego County.



Manufacturing & Innovation Economy

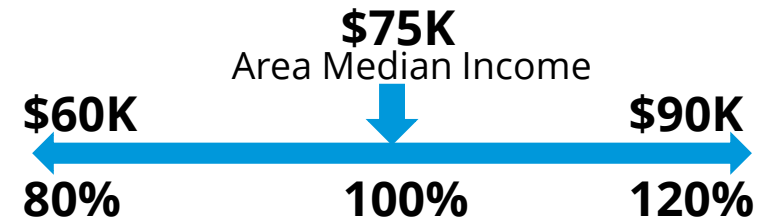


International Trade
& Logistics



Military & Defense

Qualifying Criteria



OR



OR



**Create/Retain
10 or more jobs for at
least three years**
Pay 80%-120% of AMI

**Create/Retain
3 or more jobs for at
least three years
located within LMI**
Pay 80%-120% AMI

**Make \$5M in new
capital investment**
Investment used for
business attraction,
retention or expansion



Community Goals Areas



Workforce



Transportation / Mobility



Education



Sustainability



Location



Community Investment

BIP Online Application

The screenshot shows the City of San Diego website's Economic Development section. The main heading is "Economic Development". Below it, there are several tabs: "Economic Development Home", "Why San Diego?", "Start, Expand & Finance Your Business", "Tax Incentives", "About Us", and "Other Resources". The "Start, Expand & Finance Your Business" tab is selected, leading to the "Business Incentive Program" page. The page features a "Preliminary Application" section with a "Contact Information" form. The form includes fields for "First Name", "Last Name", "Phone", "Mobile", and "Email". Below these fields is a "Preferred method of contact" section with radio buttons for "Phone", "Mobile", and "Email".



www.sandiego.gov/BIP



Business Cooperation Program



How does the BCP work?

EXAMPLE: \$1,000,000 Taxable Sales/Purchasing Activity
(Local Tax = 1% or \$10,000)

1. Allocated to the County Pool (Typical)

City receives 48% of local tax (\$4,800)

2. BCP Sharing Agreement for 5-years

City always retains - 55%

Company receives up to - 45%

3. Directly Allocated to City of SD

City receives 100%

4. Recovered Tax with BCP

City receives \$5,200 more

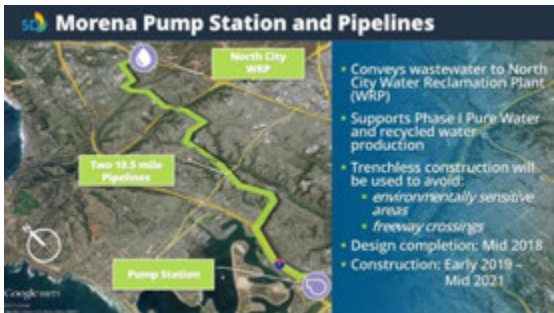
After 5-years = 100%, or \$10,000 annually



Example- City Projects

Morena Pipeline

Construction Contract Value: \$26M



North City Pure Water Facility

Contract Value: \$374M



North City Pure Water Pipeline

Contract Value: \$88M



North City Water Reclamation Plant

Construction Contract Value: \$147M



Metro Biosolids Center Improvements

Contract Value: \$28M





Water and Sewer Capacity Bank



Concept

- Modeled after Sacramento County Regional Sanitation District
- Capacity charges imposed if property improved pursuant to CA Govt. Code
- Capacity rights are a property right
- Millions of Gallons Per Day (GPD) of capacity rights “stranded” when industrial sites are converted to commercial use
- Proposal will allow the City to buy-back or accept tax-deductible donations of stranded capacity which can be effectively re-sold to other users



Capacity Procurement

- As sole buyer, only City can obtain stranded capacity
- City will acquire capacity via competitive process
- No rate-payer funds will be used
- Capacity Bank - \$750,000 of EZ program income allocated



Customers and Sales

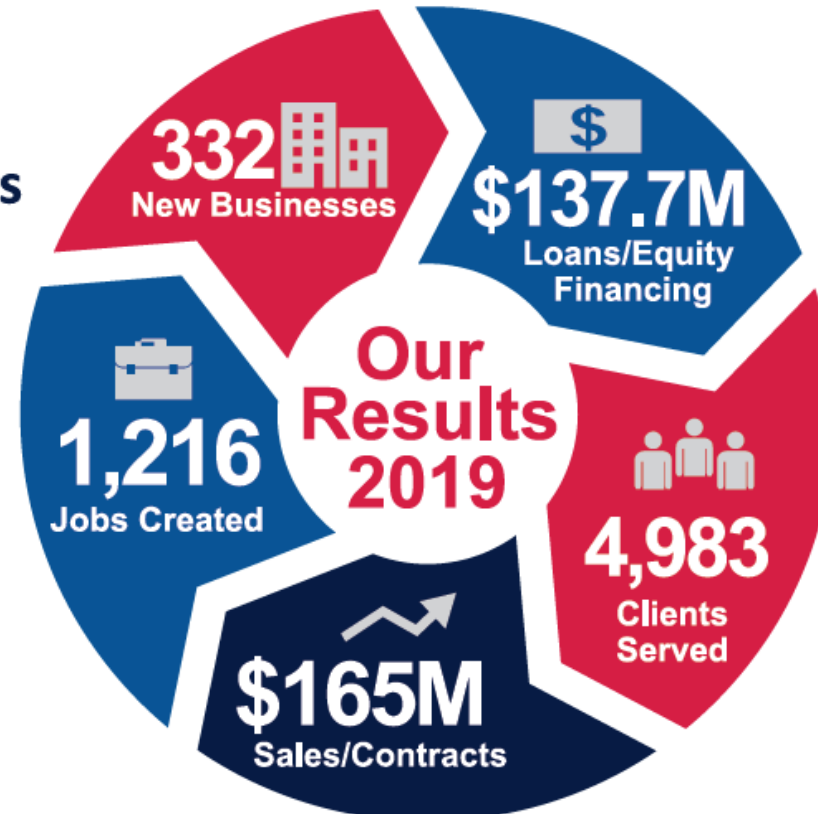
- Capacity to be sold based on tiered rate structure based on cost
- Lower rates for manufacturing operations vs. R&D operations
- 25% of bank capacity reserved for small industrial businesses
- Capacity rights to be sold where capacity exists and is unutilized

Additional City Programs

- [Business Cooperation Program](#)
- [Business Finance Loan Program](#)
- [CONNECT ALL @ the Jacobs Center Accelerator](#)
- [Economic Development Funding Grants](#)
- [Fee Payment Incentive](#)
- [Foreign-Trade Zones Program](#)
- [Green Business Program](#)
- [Guaranteed Water for Industry Program](#)
- [OpenCounter™ Online Business and Residential Portal](#)
- [Revolving Loan Fund](#)
- [Small/Emerging Nonprofits](#)
- [Storefront Improvement Program](#)



- Business Loans
- Government Contracts
- Financial Projections
- Marketing Strategy
- Market Research
- Social Media
- Starting a Business
- Business Plans
- Licenses/Permits



San Diego • Carlsbad • National City • El Cajon • Imperial

www.sdivSBDC.org



PROCUREMENT TECHNICAL ASSISTANCE CENTER

SAN DIEGO • ORANGE • IMPERIAL COUNTIES

www.ptac-sandiego.org



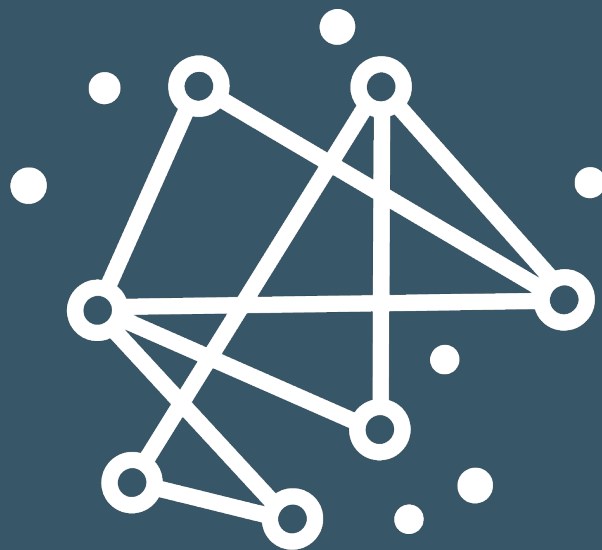
**WOMEN'S
BUSINESS
CENTER**

San Diego & Imperial

www.sandiegoWBC.org



SOUTHWESTERN COLLEGE



CONNECTORY





CONNECTORY

- Data warehouse of detailed capabilities profiles: Industrial and Technology companies across all industries
- Regional, Internet Buyer-Supplier Network
- B2B tool and Economic Development Tool
- Old model grew through partnerships
- New model inserts automation, analytics, CRM



CONNECTORY

Connectory – Past, Present, Future

- Response to economic challenge
 - Recovery from post-Cold War recession (1990s)
 - Identify new markets for core capabilities, capacities
- Value-added during growth periods
- Resiliency against economic upheaval
- Insight into cluster growth, emergence, convergence
- Original Goal: User-Driven Content Development via Regional Partners
- New Vision: Increased Content Automation fuels Big Data Analytics



CONNECTORY

What sets Connectory
apart?

Level of detail – **data granularity** on company:

- ✓ Products/Technologies/Services
- ✓ Capabilities/Core Competencies & Capacities
- ✓ Products/Technologies/Services
- ✓ Demographic Info:

Company names, locations, key personnel, NAICS, web site, email links, size and revenue ranges

Industry sector agnostic:

- ✓ Cuts across **all** industry **sectors**
at **every level** of supply chain





CONNECTORY

Defining
Connectory.com®
Coverage - NAICS

1. Manufacturing	Sector 31, 32, 33	Product (proprietary), OEM, & Contract (Build to to Spec) Mfg.
2. Technology / R&D	Products- Sector 31-33; 51, Information, Sector 54 – Scientific & Professional Services	Firms develop/license technologies but do not manufacture
3. Industrial Suppliers	Sector 421 - durable goods, 422 – non-durable	Supplier focus; <u>NOT retail</u> .
4. Technical Services	Sectors 51 – Info, 54, Scientific & Professional, 48 – Transportation & Warehousing	<u>NOT Personal services</u>
5. Construction & Trades	Sector 23 - Construction	Contractors License required
6. Raw Materials: Agribusiness & Mining	Sector 11 – Agribusiness Sector 21 - Mining	Relatively recent addition to coverage



CONNECTORY

Connectory.com®
Profile Fields

- Company Info
 - Location/Phone, Personnel, Website/Email, Annual Sales, Employees, Year Founded, Branches, Company Description
- Industry Codes
 - SIC, NAICS, NIGP
- Facility/Equipment
 - Make, Model, Quantity, Performance, Capacity
- Products/Technologies
 - Proprietary
 - Lines Carried
 - Protected Proprietary Area
- Capabilities
 - Unique Capabilities/Solutions
 - Applied Technologies
 - Special Materials
- Staff Expertise
 - Expertise
 - Education
 - Experience
- Certifications
 - Quality
 - License
 - Ownership
- Customer Base
 - Industry Sectors
 - Geographic Range
 - Descriptions (named customers, contract vehicles)
- Awards & Affiliations



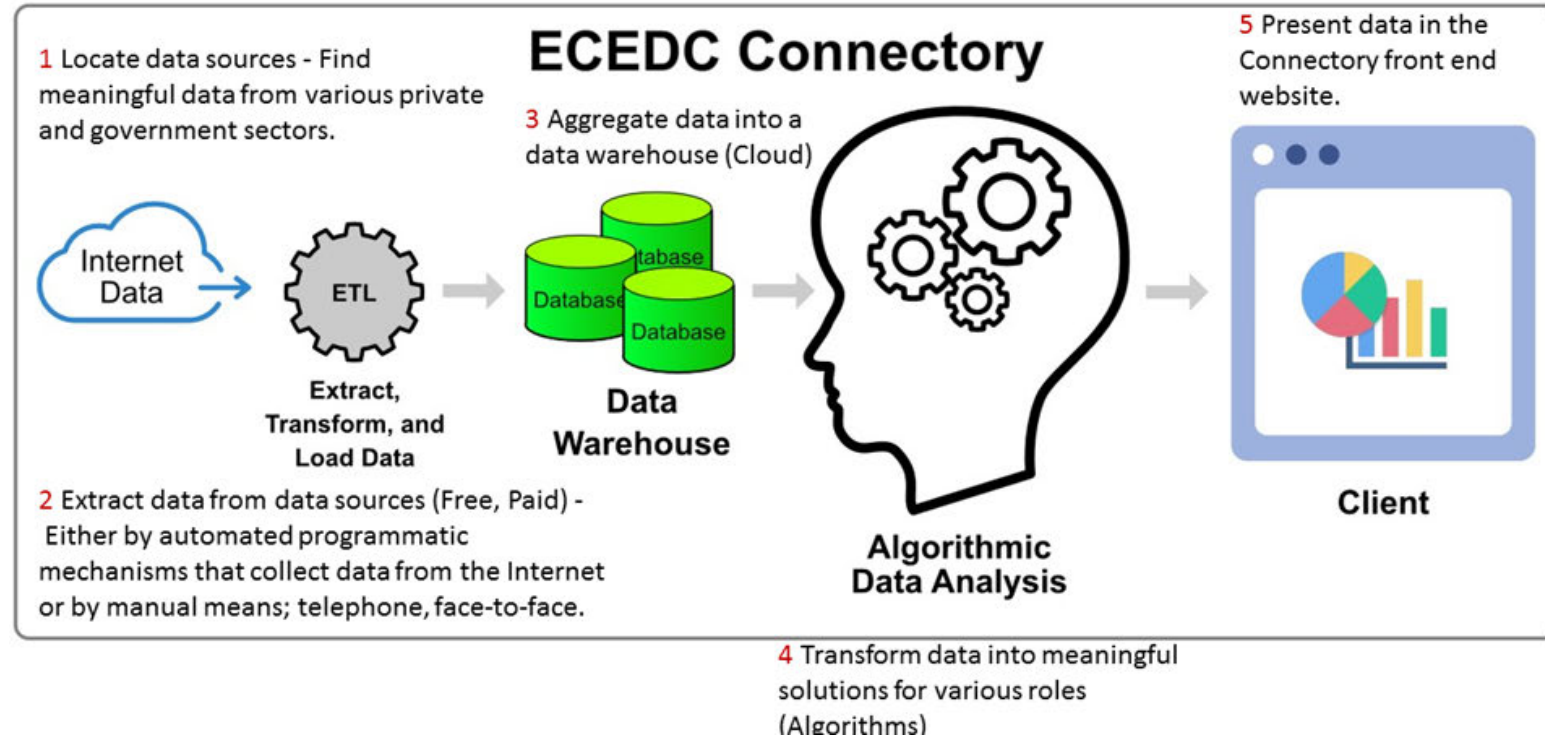
**Connectory
harvests/builds
Profiles based on
website content;**

**Curated Data
Sources**



CONNECTORY

Architecture





CONNECTORY

Connectory Advantages for Defense Companies

- Increased exposure to opportunities:
 - Government Contracting/Sourcing
 - Strategic Alliances/Team Building
 - Corporate/Subcontracting
 - Market Diversification
 - International Trade
 - Technology Transfer/Commercialization
- Communication/Networking Resource
- Internet Presence for Underserved Firms
- Promotion of Regional Industry/Technology
- Planned/Funded Improvements (CRM, Increased Analytics, Collaboration Tool)



CONNECTORY

Benefits for Suppliers

- Assess and Define Core Competencies
- Research Potential Customer's Business/Needs
- Identify Potential Strategic Alliance Partners
 - ✓ Complement Strengths
 - ✓ Address Weaknesses
- Place Small Business in Path
 - ✓ Alliance/Teaming Opportunities
 - ✓ Untapped Markets/Customers/Investors
- Support Marketing, Presentations, Packaging





CONNECTORY

Benefits for Buyers

- Increases source pool of potential suppliers
- Information is deep and wide
- Coverage goal is comprehensive across
 - California defense industrial base
- Leverages long term investment
 - Both public and private
 - Infrastructure in-place
- Non-Profit “ownership” places high value on inclusiveness
 - Small, disadvantaged firms not precluded by cost
- Expansion ongoing, updates continuous

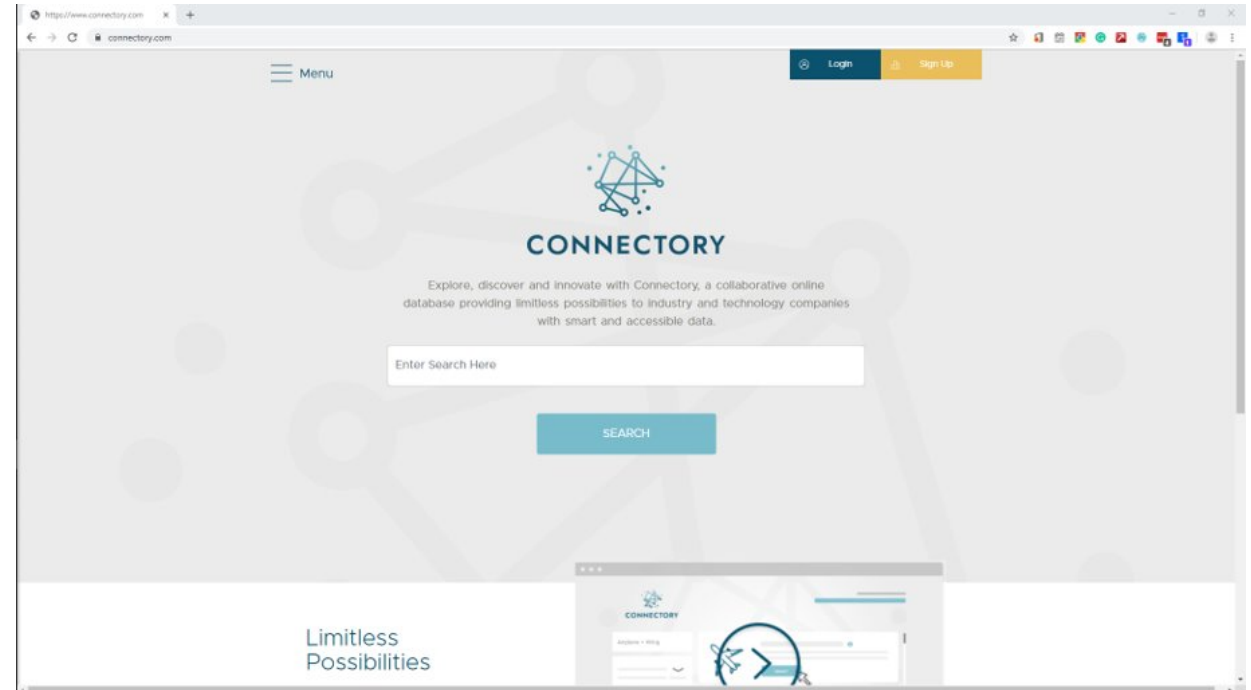




- Site URL
- Explainer Video
- Search as a free user
- Search as a registered user
- Dynamic Reports
- Collaboration Tool
- Trial

Site URL

<http://www.connectory.com>





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Explainer Video

<https://www.youtube.com/watch?v=HZY0lafNdEI>

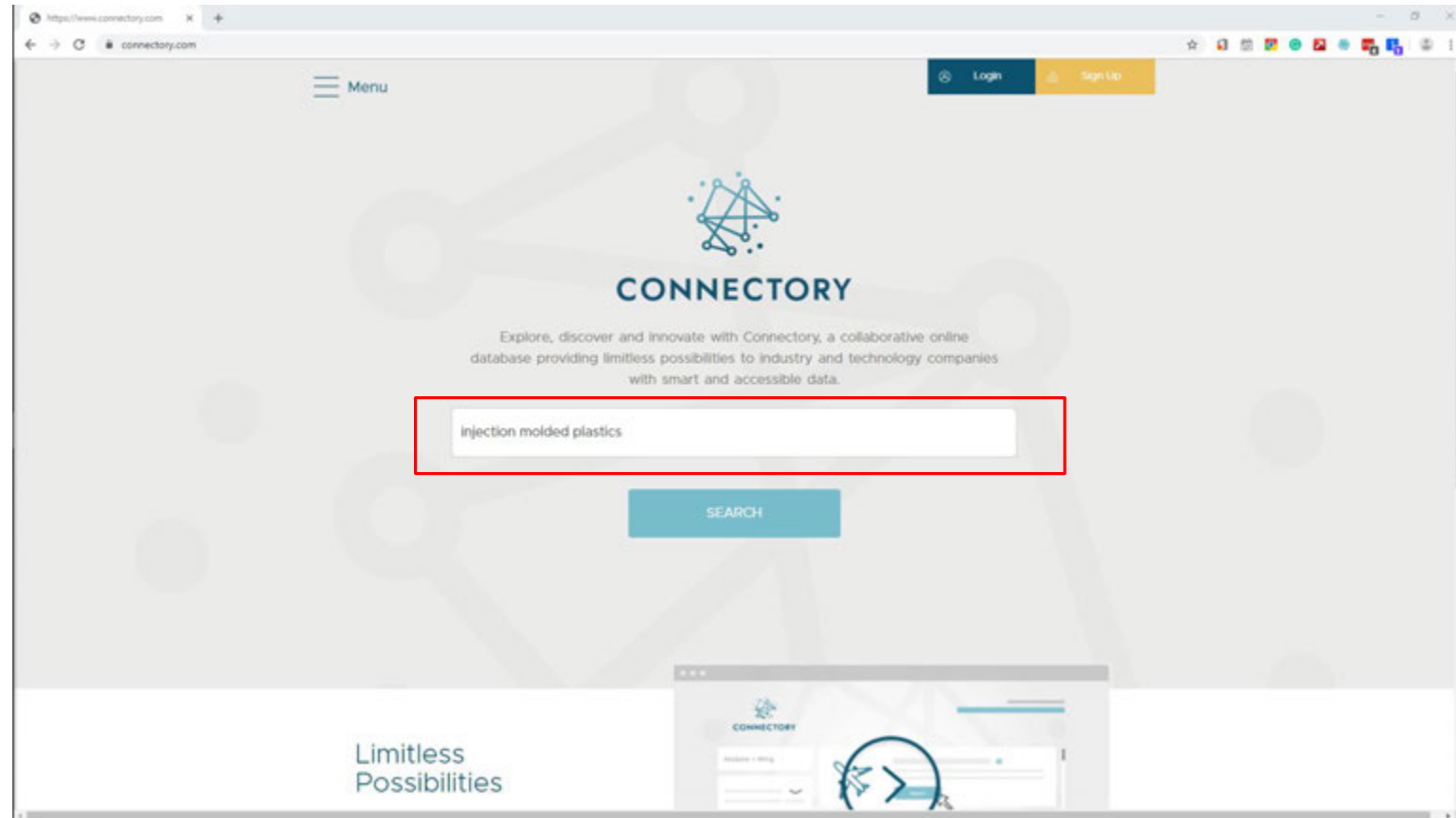




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Search as a Free User

<http://www.connectory.com>



injection molded plastics



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https://www.connectory.com/... connectory.com/company-search/inject%20molded%20plastics/

Menu Login Sign Up

Injection molded plastics SEARCH

Pacific Plastics Injection Molding
San Diego, CA United States
Injection Mold Complex molded parts from virtually all thermoplastics integrated MDT system (DMC). Pacific Plastics Injection Molding...
1994 provides a single source for injection molded plastic parts, product design and design support...
Providing high quality custom plastic molded parts with advanced tooling, design and product... A (Extruded Plastics, etc. company Pacific Plastics Injection Molding was founded in 1993... Contact Us.
Pacific Plastics Injection Molding, Custom Molds and Engineering/Design Services... Manufacture of custom plastic injection molded parts.
...Plastics And Rubber Industry Machinery... All Other Plastics Product Manufacturing... Plastics Products
5 Contacts 2 Locations

Cases By Masco
Temecula, CA United States
Materials include: Aluminum Blow Molded Injection Molded (Occasionally Molded Thermoset) Molded... Plastic Plastics
1 Location

JT&T Packaging
Carlsbad, CA United States
Products Injection Molded Plastics Machine Molds Polypropylene Poly Tubing (water Assembly... Plastics Bag Manufacturing... Plastics Packaging Film And Sheet Mfg... Nonpackaging Plastics Film And Sheet Mfg...
2 Contacts 1 Location

Formworks Plastics Inc.
Orange, CA United States
Injection Injection Molding (DMC)... Formworks Plastics Inc. provides the following: Manufacturing of Molded Polystyrene and Cast Urethane... Formworks Plastics Inc... Plastics Material And Sheet Manufacturing... Plastics Materials And Sheets... Plastics Foam Products
1 Location

MedLab Products Inc.
San Diego, CA United States
Scientific Injection Molding, Mold Making In House, Engineering and Manufacturing to (DMC, TPE, Urethane, Engineering Grade Plastics... Engineering Plastics, Homopolymers and Co-Polymers... Plastic Injection Molded Products... 3k x Arising Injection Molding machines... Unmanned Plastics Profile Shape Mfg... All Other Plastics Product Manufacturing... Plastics Products, Resin
3 Contacts 1 Location

Cal-Neva Supply Co. Inc.
San Leandro, CA United States
Vib. extruded, pulsed hoses, and others Various hoses up to 72 inch Extruded Rubber and Plastics... To any stage and further Injection Molded Rubber Compression and Injection Molded... Rubber for metal bonding Thelown (2) Rubber Injection process - up to 10 lbs. shot injection... Molded Plastic High Speed Injection of Dots, Polyethylene, Polypropylene, Nylon, ABS, Kevlar... others Thermoplastic Polyurethane - with excellent physical properties (a 3) Plastic Injection
1 Location

Filters
CA (California) -
- Country -
Enter Area Code
Enter Zipcode
- NAICS Codes -
- SIC Codes -
- Industry Sector -
- Select Industry Group -
Reset Filters

1024 Results for California



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The screenshot shows the Connectory website interface. At the top, there's a navigation bar with a 'Menu' icon, a search bar containing 'injection molded plastics', and 'Login' and 'Sign Up' buttons. Below the search bar, a list of search results is displayed. The first result, 'Pacific Plastics Injection Molding', is highlighted with a red box. It includes the company logo, name, location (San Diego, CA United States), a brief description of services, and contact/location statistics (5 Contacts, 2 Locations). Other results include 'Cases By Masco', 'JT&T Packaging', 'Formworks Plastics Inc.', 'MedLab Products Inc.', and 'Cal-Neva Supply Co. Inc.', each with similar details. On the right side, there's a 'Filters' panel with dropdown menus for 'CA (California)', 'Country', 'Enter Area Code', 'Enter Zipcode', 'NAICS Codes', 'SIC Codes', 'Industry Sector', and 'Select Industry Group', along with a 'Reset Filters' button.



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Search as a Free User

Pacific Plastics Injection Molding
Established 1980 | Employees **** | Revenue \$**** | <http://www.pacificplastic.com>

URL

Company Name

About

Address

Phone

Fax

About The Company

PPIM provides a single source for injection-molded plastic parts, product design and design support, in-house and offshore tooling, and value-added assembly and packaging services. ISO 9001:2015 registered, the company has 30 employees and an 18,000-square foot facility in Southern California.

Providing high-quality, custom plastic molded parts with associated tooling, design and product development concentrating on complex engineering parts, servicing the electronics, medical and consumer markets.

We concentrate on complex engineering parts for the medical, electronics and consumer markets. Fully integrated operation-complete design, tooling and production capabilities under one roof. An extensive network of domestic and offshore resources is also available as appropriate. Extremely fast response with high technical competence across the board to get you through development, tooling and into the market with minimal schedule risk. Close working relationships with our customers are core to our success. The better we understand your requirements and objectives, the more effectively we can help you optimize your product. Outstanding ISO-certified Quality System, which enables us to provide high-quality parts in a consistent, cost-effective and timely manner. A Diversified Plastics, Inc. company, Pacific Plastics Injection Molding was founded in 1980. Our 35 employees operate from our 20,000-square foot (1672-square meter) facility located in Vista in the North County region of San Diego County, California. Contact Us

Pacific Plastic Injection Molding, Custom Molds and Engineering/Design Services. Manufacturer of custom plastic injection molded parts.

Locations

Primary Location
11495 Sorrento Valley Road
San Diego, CA, 92121
San Diego County
United States

Phone: (858) 455-0371
Fax: (858) 259-7637

3333 Keystone Way
Vista, CA, 92081
San Diego County
United States

Phone: (760) 598-5333
Fax: (760) 598-6333

Want to see more?
Click on the *Sign Up* button to create a **Free Trial** good till the end of the year!



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Manufacturer of custom plastic injection molded parts.

Customer Base

Primary markets are electronics, biomedical and consumer products-serving Southern California since 1980.

- Miscellaneous Technology
- Plastic, Packaging & Containers
- Manufacturing

Industry Group

- Manufacturing

Geographic Area

- Locally
- Regionally

Search Results as a registered User

NAICS Codes

Code	Description
333220	Plastics And Rubber Industry Machinery
333511	Industrial Mold Manufacturing
326199	All Other Plastics Product Manufacturing
32	32
3261	3261

- Customer Base
- Naics
- Certificates

SIC Codes

Code	Description
308	308
30	Rubber And Misc. Plastics Products

Certificates

Agency	Type	Number	
Federal SBA (Self-Certified)	SBP (Small Business Program)		Owner
DLIS	CCR	CAGE# 6C527	Owner
	ISO 9001		Quality



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Search Results as a registered User

Key Personnel

Name	Title	Email	Phone	Mobile
Jae English	President			
Lucy Huynh	Office Manager			
Paul Harris	Tooling Manager			
Johnny Rimas	Molding Manager			
Mark Allard				

- Customer Base
- NAICS
- Certificates
- Key Personnel
- Capabilities
- Equipment

Capability

Injection Mold

Complex molded parts from virtually all thermoplastics

Integrated MRP System (IQMS)

Customized production molding and inspection procedures

Domestic sourcing for higher quality, shorter pipelines, smaller inventory, reduced schedule risk

Easy communications and quick response to changes in demand or configuration

Custom Molds

Fully integrated operationeverything in-house to design, fabricate and validate your mold in a production-molding environment.

Quick responseno delays between tooling and molding.

Reduced costsQuick-turn production molds can eliminate throw-away prototype tooling.

Single-point of contact for simplified communications, reduced schedule risk, less financial risk.

Engineering Design

In-house design expertisewith Solid Works, and AutoCAD

Equipment

Make	Model	Specs	Performance	Qty
------	-------	-------	-------------	-----



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- **Search as a registered user**
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Search Results as a registered User

Make	Model	Specs	Performance	Qty
Fadal	4020	3-axis CNC mill		
Prototrack		2-axis CNC mills		2
		Lathes	n/a	2
Deckel		Si Cutter Grinder		
Shinwa Siekl	33 ton	1.5 oz, digital controls		1
Toyo	200 ton	16 oz, digital controls		
Nissei	40 ton	2oz		
Cincinnati	33 ton	1.8 oz, digital controls		
RAM Optical Instrumentation	OMIS II	6" x 12" video CMM		
Conventional mills				2
Lathes				3
EDM, sinker				3
CNC EDM				1
EDM, wire				1
Precision surface grinders				4
Extensive tooling and Inspection Accessories				1
CAD mold design				1

- **Equipment**



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RAM Optical Instrumentation OMIS 6" x 12" video

Search Results as a registered User

Conventional mills			2
Lathes			3
EDM, sinker			3
CNC EDM			1
EDM, wire			1
Precision surface grinders			4
Extensive tooling and Inspection Accessories			1
CAD mold design			1
AutoCAD, Mechanical Desktop			1
SolidWorks			1
MasterCAM			1
Ultrasonic Welding			1
Pad Printing			1
VanDorn	500 ton	60 oz	1
Toyo	150 Ton	6.7 oz, digital controls	1
Toyo	90 ton	5.5 oz, digital controls	1
AutoJector vertical	30 ton	3 oz	1
Arburg	28 ton	1.6 oz	1

• Equipment



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Dynamic Reports

<http://www.connectory.com>

members/reports/

Menu Log Out My Account

Reports

Search term

1. Search Text

Injection Molded Plastic

Location Filtering

2. Select Location (optional)

Country State / Province

United States CA (California)

County / Region Zip / Postal Code

- County -

3. Apply Additional Criteria (optional)

Criteria	Value	Action
-- Select Criteria --	Search Text	Add Criteria

Additional Filtering

Retrieve Report

Report Results

1. Click on the "Column Visibility" dropdown
2. Select and click on a data field you want to show in your report
3. The data field you click on will turn blue
4. Click on it again to deselect it
5. Deselected fields will be highlighted in white



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Menu

CONNECTORY

Log Out

My Account

Report Results

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4. Click on it again to deselect it
5. Deselected fields will be highlighted in white
6. Repeat this until all the fields you want are selected and highlighted blue
7. You can see a real time sample of your report in the window below
8. Click on "Export to CSV" to get your excel csv report

Column visibility ▾

Company	Address	Phone
United Sta	United Sta	619-284-9922
United Sta	United Sta	(760) 738-7700
7371 Broad	7371 Broad	(209) 581-2331
United Sta	United Sta	(650) 341-8731
United Sta	United Sta	(714) 546-5300
United Sta	United Sta	(858) 486-2816
5321 Derry	5321 Derry	(818) 889-8412
9085 Aero	9085 Aero	800400-3401
United Sta	United Sta	(805) 239-7803
United Sta	United Sta	(760) 444-4755
United Sta	United Sta	(619) 599-0120
United Sta	United Sta	(805) 531-9090
United Sta	United Sta	(858) 459-1260
United Sta	United Sta	(619) 224 1606
United Sta	United Sta	(916) 773-5010
United Sta	United Sta	(858) 695-9300
United Sta	United Sta	(818) 889-8412
PO Box 15	PO Box 15	888-361-1091
United States	United States	(310) 540-7310

The user can turn on and off data points to include or exclude in the completed report. This is done interactively and rendered realtime



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Dynamic Reports

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On January 1, 2020
Connectory Upgraded
Connectory users will have
the ability to export out a
CSV file of their generated
Report.



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- **Collaboration Tool**
- Trial

Collaboration Tool

<http://www.connectory.com>

The collaboration tool allows Connectory Users to connect with other Connectory members through messages and document sharing.

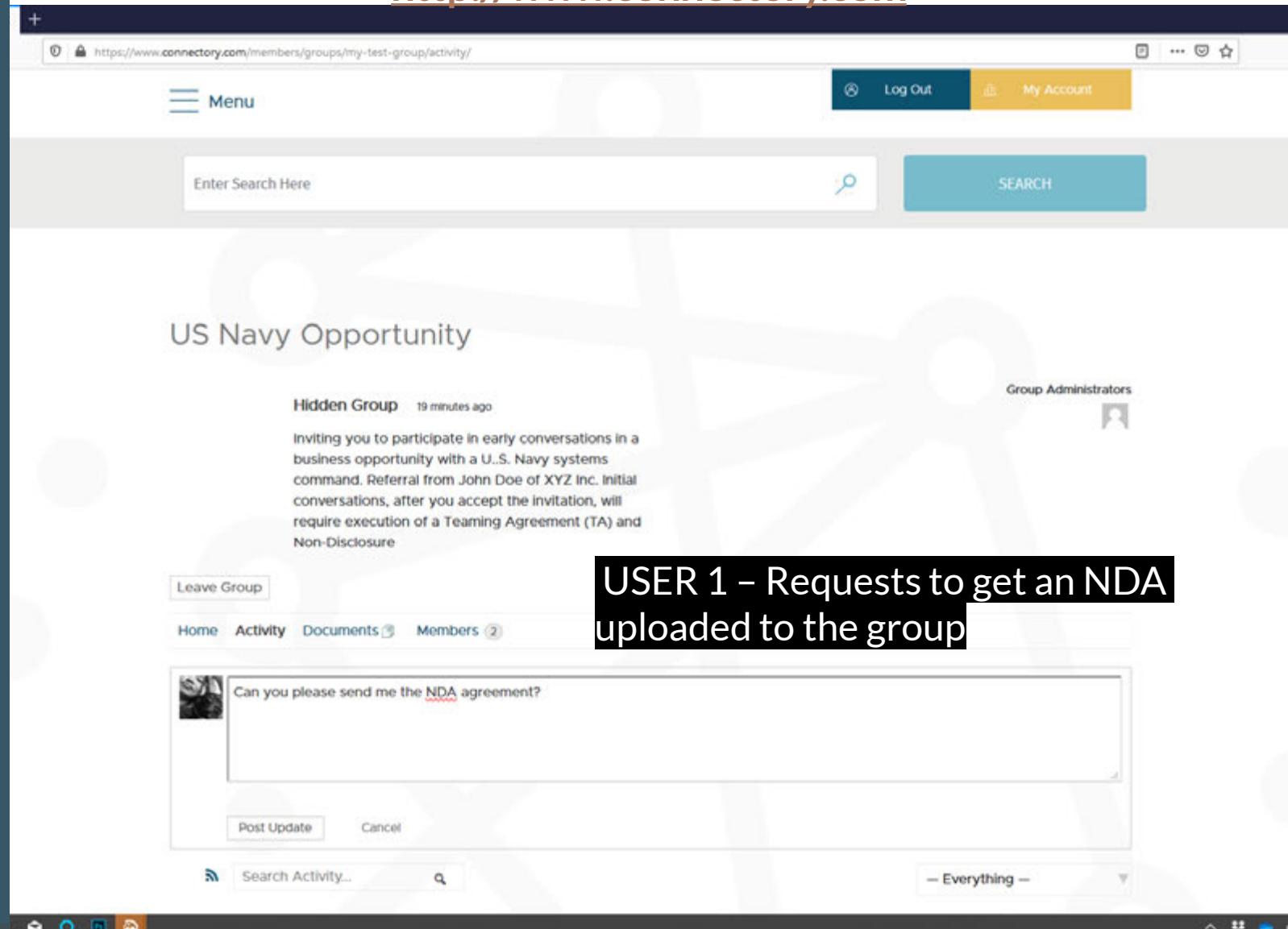
- Publicly – Any registered user can Collaborate
- Membership – Request for Access to collaborate
- Private – Only users that you invite can collaborate
- Ability to share files online publicly or privately



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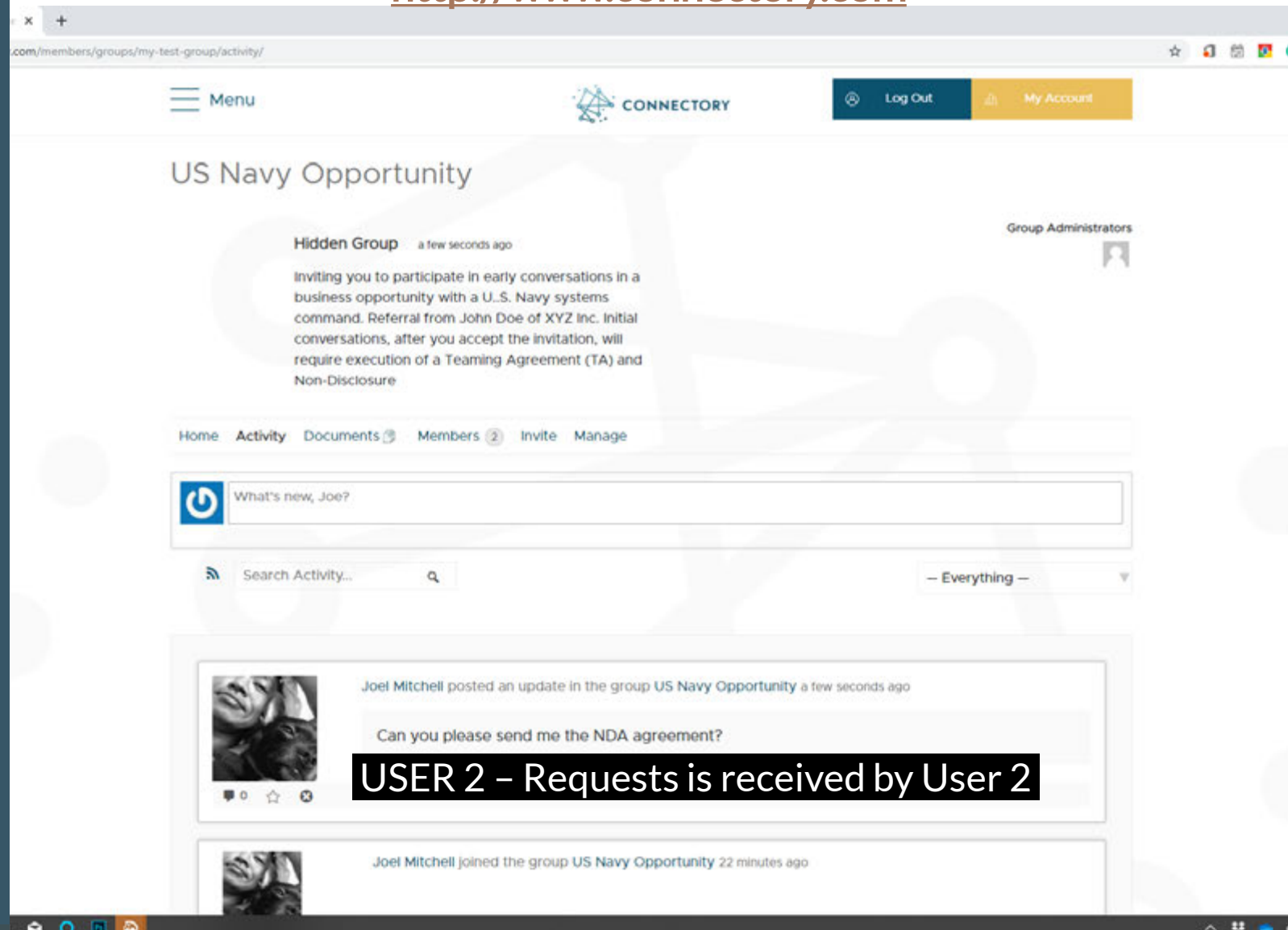
USER 1 – Requests to get an NDA uploaded to the group



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Collaboration Tool

<http://www.connectory.com>

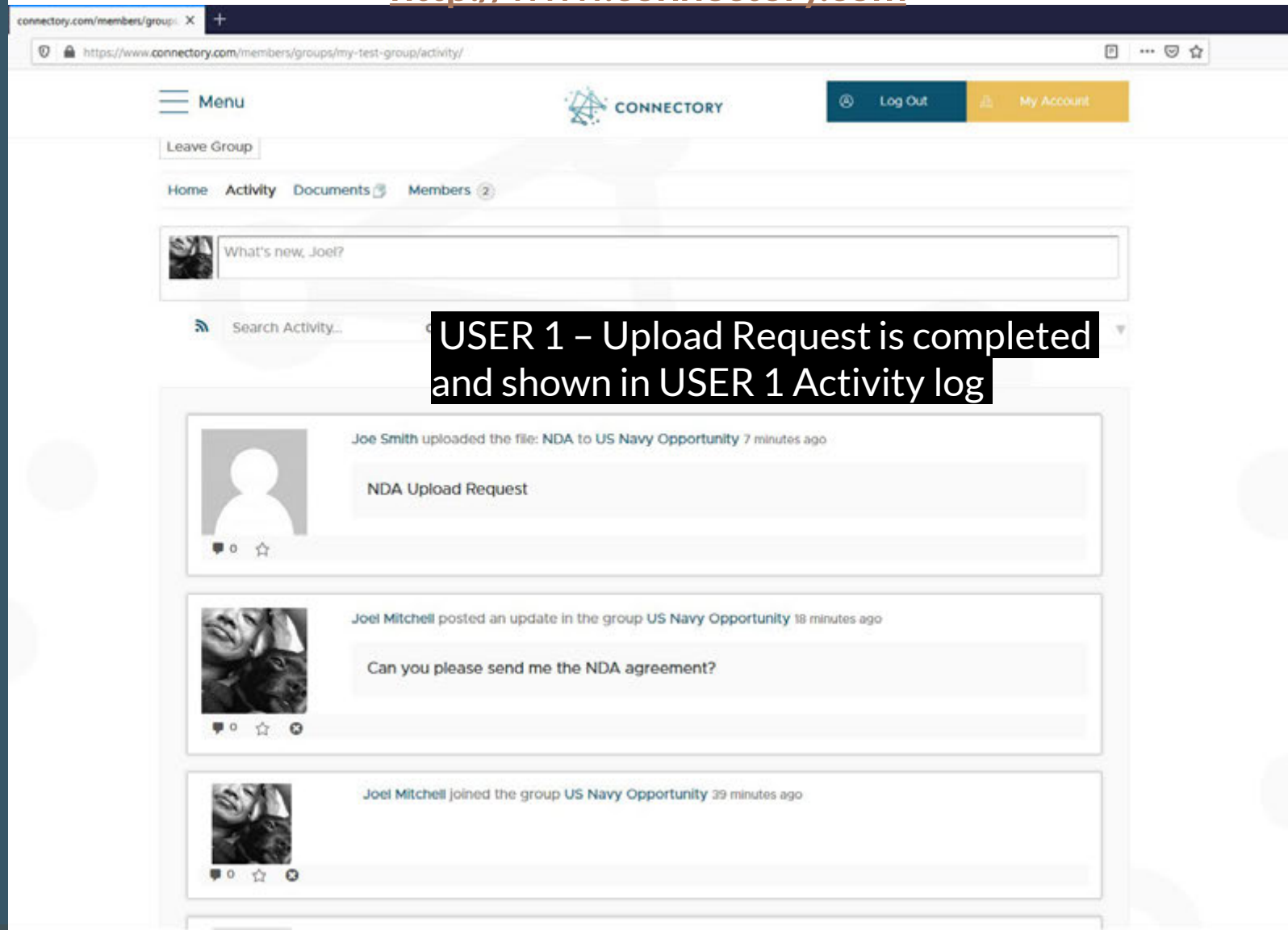




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Collaboration Tool

<http://www.connectory.com>





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Collaboration Tool

[Http://www.connectory.com](http://www.connectory.com)

The screenshot displays the CONNECTORY web application interface. At the top, there's a navigation bar with a "Menu" icon, the CONNECTORY logo, and buttons for "Log Out" and "My Account". The main content area is titled "US Navy Opportunity" and shows an invitation to join a "Hidden Group" 22 minutes ago. The invitation text states: "Inviting you to participate in early conversations in a business opportunity with a U.S. Navy systems command. Referral from John Doe of XYZ Inc. Initial conversations, after you accept the invitation, will require execution of a Teaming Agreement (TA) and Non-Disclosure". Below the invitation, there's a "Leave Group" button and a tabbed interface with "Home", "Activity", "Documents", and "Members" (2). The "Documents" tab is active, showing a "Documents List". The list contains one item: "NDA" (Non-Disclosure Agreement), categorized under "Agreements", uploaded by Joe Smith on November 21, 2019. The interface also includes a "Group Administrators" section with a profile picture. At the bottom, there are logos for "SAN DIEGO WORKFORCE PARTNERSHIP", "PROPEL SAN DIEGO", and the "U.S. Department of Defense Office of Economic Adjustment".

connectory.com/members/group: X +

https://www.connectory.com/members/groups/my-test-group/documents/

Menu CONNECTORY Log Out My Account

US Navy Opportunity

Hidden Group 22 minutes ago

Inviting you to participate in early conversations in a business opportunity with a U.S. Navy systems command. Referral from John Doe of XYZ Inc. Initial conversations, after you accept the invitation, will require execution of a Teaming Agreement (TA) and Non-Disclosure

Leave Group

Home Activity Documents Members (2)

Documents List

Order by: Newest Category: All

Viewing item 1 to 1 (of 1 items)

- NDA
In category: **Agreements**
Uploaded by Joe Smith on November 21, 2019.
NDA Upload Request

SAN DIEGO WORKFORCE PARTNERSHIP With support from the San Diego Workforce Partnership

PROPEL SAN DIEGO DRIVING DEFENSE RESILIENCY

U.S. Department of Defense Office of Economic Adjustment

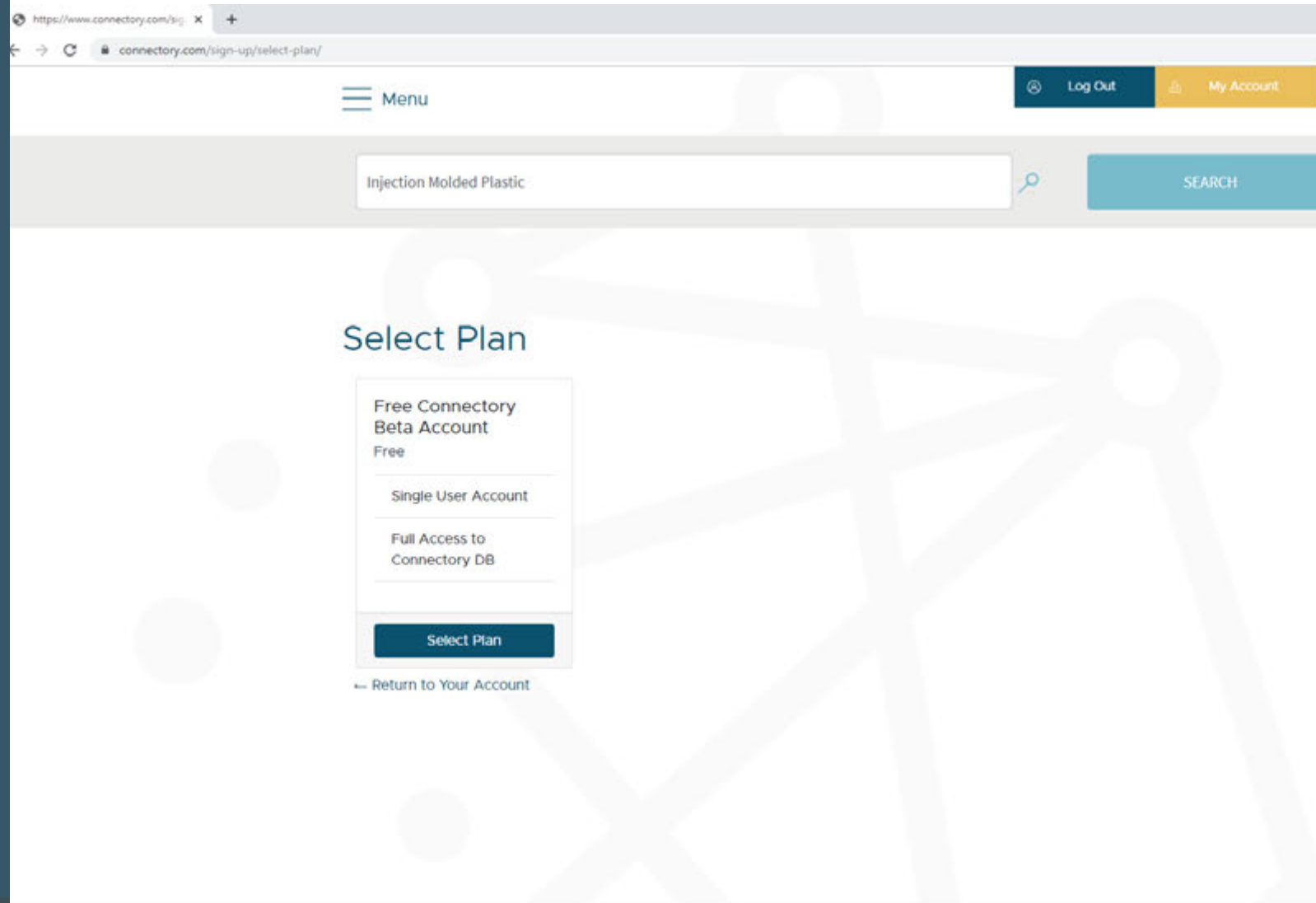
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- Dynamic Reports
- Collaboration Tool
- Trial

Trial

<https://www.connectory.com/sign-up/select-plan/>





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WORLD TRADE CENTER SAN DIEGO

Center on Global Transformation- Pacific Leadership Fellows



WORLD TRADE CENTER®
SAN DIEGO

What is MetroConnect?

MetroConnect

presented by

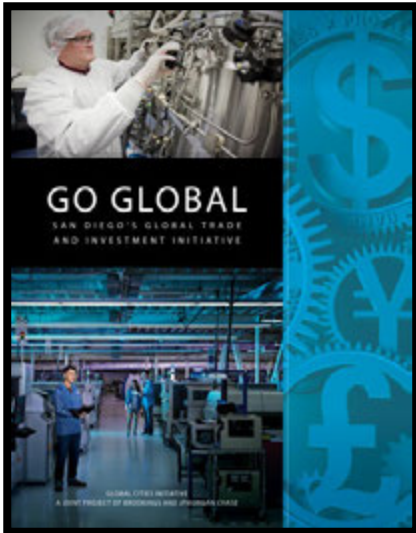
JPMORGAN CHASE & CO.

WTC San Diego's flagship **export assistance program** in which 15 - 20 companies are selected annually, through a competitive application process, to receive financial and programmatic support in an effort to boost international sales



WORLD TRADE CENTER®
SAN DIEGO

Origin of MetroConnect (2014)



San Diego came out of this with a unified economic development and global competitiveness strategy

17th

largest metro by GRP

61st

in terms of
export intensity

49th

in the US in terms of the percentage
of jobs in foreign-owned firms



Evolution of MetroConnect

MetroConnect 2015

\$5K

Export Grant

WTC

Staff Support

\$35K

Grand prize



MetroConnect 2018

Executive Workshops

Specialized
Defense track

Translation Services

Media & PR

Flight Discounts

Service Provider
Network



WORLD TRADE CENTER®
SAN DIEGO

Program Sponsors today

MetroConnect

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WORLD TRADE CENTER®
SAN DIEGO

Industry Breakdown – 4 cohorts (65 companies total)

Life Sciences

13



Tech

28



Defense

10



Consumer Goods

14



*Logos represent Year 4 cohort (20 companies)

MetroConnect Results

65 total companies graduated

\$755K

Grants disbursed

\$85M

Net increase in exports

500

New contracts signed

10

**New overseas
facilities**

269

**Jobs added in
San Diego**



**WORLD TRADE CENTER®
SAN DIEGO**

Applications for MetroConnect Year 5 are Open

Applications for the fifth year of MetroConnect are now open through **January 24, 2020**.

Qualifications

- Must be export-ready, meaning you are already exporting (goods/services) or are looking to pursue international sales as a near-term priority
- Must be headquartered in San Diego region
- **Complete the online application:**
bit.ly/MetroConnect2020



WORLD TRADE CENTER®
SAN DIEGO

MetroConnect Partner: U.S. Commercial Service

- **Trade Counseling**
 - Legal and regulatory issues
 - Documentation and product requirements
 - Trade finance and insurance
- **Business Matchmaking**
 - Contact lists
 - Partner Search
 - Trade Shows
- **Market Intelligence**
 - County and Industry Reports
 - Commercial Diplomacy
- **The Gold Key Matching Service**
 - Customized market and industry briefings with trade specialists
 - Market research
 - Appointments with prospective trade partners in key industry sectors



MetroConnect

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JPMORGAN CHASE & CO.



Thank you

Jesse Gipe

Director, World Trade Center San Diego

JG@sandiegobusiness.org



WORLD TRADE CENTER®
SAN DIEGO



City of San Diego
Economic Development Department

Foreign-Trade Zone No. 153

Program Overview

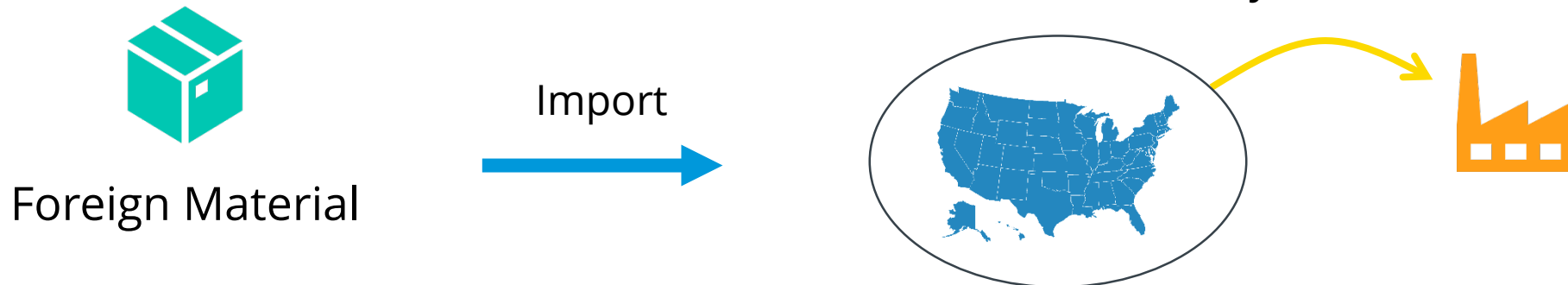


Foreign-Trade Zone – Overview



What is a Foreign-Trade Zone?

- (1) Federally Designated Area
- (2) Secured Facility outside of U.S. Customs Territory
- (3) Usage-Driven vs. Subzone
- (4) Production vs. Warehouse





Program Summary

History

1934 – Congress passes 19 U.S.C. §81a-§81u to establish FTZ program

1988 – FTZ Board establishes Zone No. 153, City of San Diego assigned as Grantee

2009 – Department of Commerce updates process; makes application & activation phases easier

Governance



Data Reporting & Site Confirmation



Duty & Inventory Control



Foreign-Trade Zone Benefits



**Defer, Reduce, or
Eliminate Duties**



Logistics



**Quality Control
and Exhibition**

Foreign-Trade Zone – No. 153



3 | Production Operators

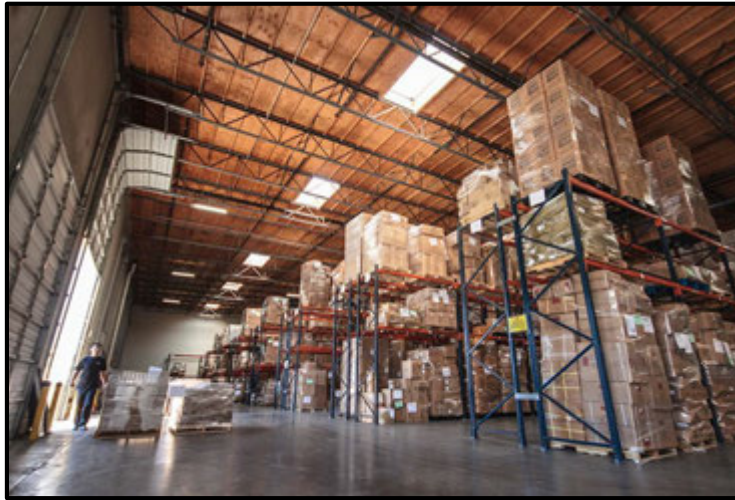
10 | Warehouse Operators

4 | In Process

Foreign-Trade Zone No. 153 – Examples



Callaway Golf



International Inbond Logistics



General Dynamics / NASSCO

Foreign-Trade Zone – Process



Site Activation Process

- (1) Application Phase (~1 month*)
 - ✓ Alternative Site Framework (ASF) App
 - ✓ Grantee Concurrence of ASF app
 - ✓ FTZ Board Approval

- (2) Activation Phase (~2-5 months*)
 - ✓ CBP Onsite Inspection
 - ✓ CBP Survey Form and Background Checks
 - ✓ CBP Approval
 - ✓ Operating Agreement executed with Grantee



FTZ Operator General Dynamics / NASSCO

Total Processing Time = 3-6 months

Fee Schedule

Category	Usage-Driven	Subzone
Application Fees (<u>one-time</u>):		
Site Establishment / Boundary	\$1,600	\$2,500
Production / Manufacturing Facility	\$3,500	\$3,500
Operating Agreement Fees (<u>one-time</u>):		
	\$1,200	\$1,500
Annual Fees* (<u>recurring</u>):		
Usage-Driven Operator	\$7,200	-
Subzone Operator	-	\$10,000

**The annual fee for new operators will be "prorated" to reflect the actual FY date of activation.*

Zone Deactivation

FTZ operators may opt at anytime to deactivate their facility

- ✓ Requires Operator letter to Grantee requesting deactivation, and FTZ Board acknowledgement of deactivation status
- ✓ No fee required to deactivate
- ✓ No reimbursement of operator annual fees paid at time of deactivation

Annual Responsibilities



**Annual Fee to
Grantee**



**Record Keeping
for CBP**

OFIS

**Annual Report to
FTZ Board**

Questions?

Drew Garrison, Certified Customs Specialist

Foreign-Trade Zone Program Administrator

City of San Diego

Economic Development Department

Email: dgarrison@sandiego.gov

Phone: 619-236-6607





MAPPING SAN DIEGO'S DEFENSE ECOSYSTEM



FULL REPORT
RELEASED FEBRUARY 2018

Aviation and Aerospace ACTION PLAN

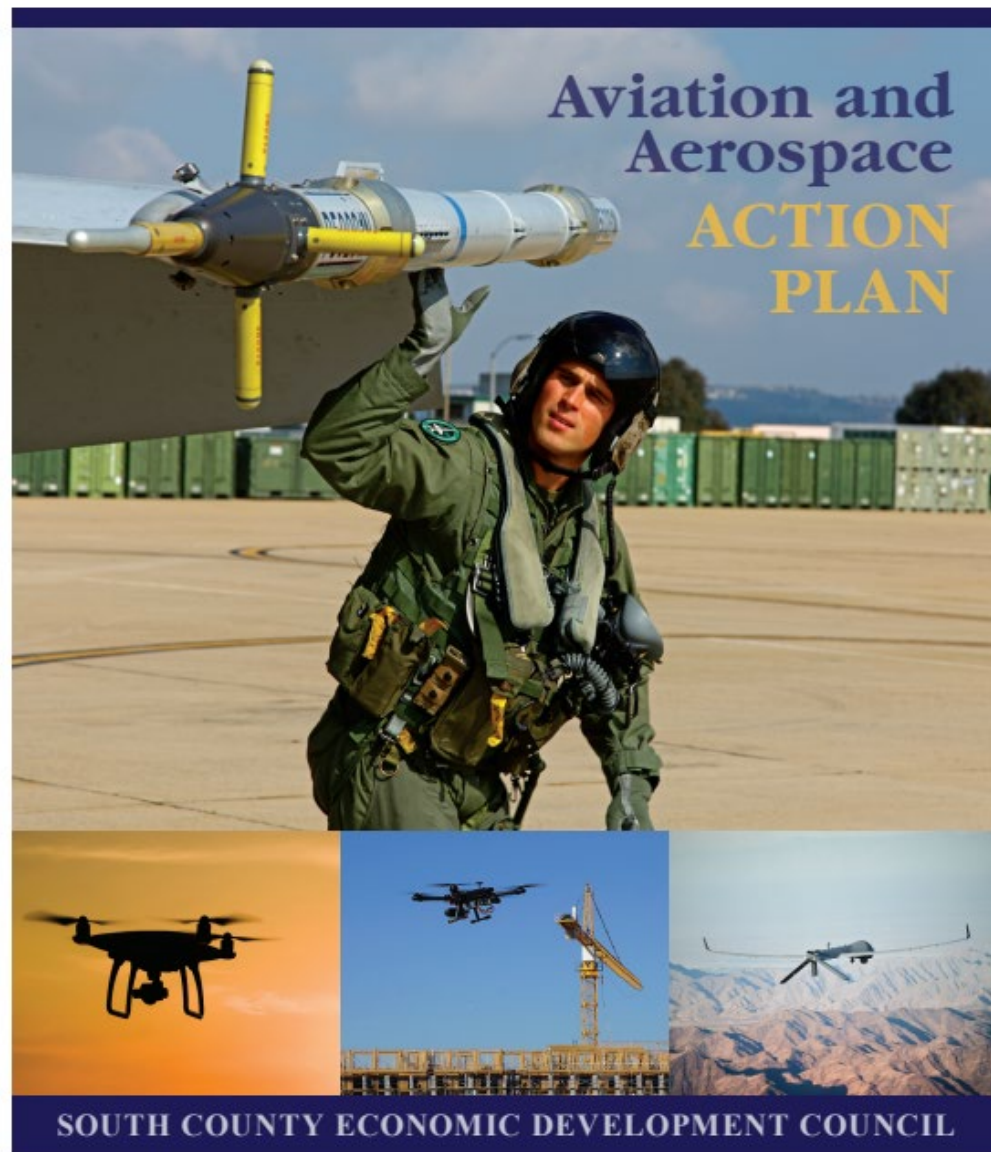


SOUTH COUNTY ECONOMIC DEVELOPMENT COUNCIL

1111 Bay Blvd., Suite E. Chula Vista, CA 91911
Phone: 619.424.5143 | Fax: 619.424.5738
www.SouthCountyEDC.com



SCEDC
South County Economic
Development Council



South County's Maritime Industry Action Plan



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Propel San Diego is a Department of Defense (DoD) funded grant initiative lead by the City of San Diego, South County Economic Development Council, San Diego Regional Economic Development Corporation, East County Economic Development Council and the San Diego Military Advisory Council. The goal of this effort is to better understand the needs and opportunities for regional businesses that conduct defense-related work. Additionally, Propel San Diego aims to develop a resilient defense supply chain in the San Diego region that remains stable, despite changing budget priorities, and addresses both regional economic and DoD readiness priorities.



This project is funded in whole or in part with Community Economic Adjustment Assistance for Reductions in Defense Industry Employment funds provided by the U.S. Department of Defense - Office of Economic Adjustment to the City of San Diego.

SCEDC has made every effort to ensure the information conveyed in this Business Incentives Matrix is true and accurate as of its publication. Users are encouraged to contact Propel San Diego partners to find out the most current incentives available to businesses since the publication of this matrix.

BUSINESS INCENTIVES MATRIX FOR THE SAN DIEGO REGION



BUSINESS INCENTIVES FOR THE SAN DIEGO REGION



Rates & Rebates																		
Jurisdiction	Carlsbad	Chula Vista	Coronado	Del Mar	El Cajon	Encinitas	Escondido	Imperial Beach	La Mesa	Lemon Grove	National City	Oceanside	Poway	San Diego	San Marcos	Santee	Selma Beach	Vista
Sales Tax Rebate		R8												R2				
Property Tax Rebate		R11																
HVAC Equipment Rebate												R14						
Medical & Dental Equipment												R17						
Energy Programs		R5, R10		R5	R5, R10	R5, R10		R5			R5, R10	R5, R10	R5			R5	R5, R10	R5, R10
Energy Efficiency Business Rebate (EEB)	R4	R4	R4	R4	R4	R4	R4	R4	R4	R4	R4	R4	R4	R4	R4	R4	R4	R4
Solar Rebate		R9										R9						
Landscaping Equipment Rebate												R15						
Water Savings Incentive Program (SDCWA)	R12	R12	R12	R12	R12	R12	R12	R12	R12	R12	R12	R12	R12	R12	R12	R12	R12	R12
Water Efficient Plumbing Fixture Rebate (SDCWA)	R7	R7	R7	R7	R7	R7	R7	R7	R7	R7	R7	R14, R7	R7	R7	R7	R7	R7	R7
Disinfectant/Water Rate												R3						
Corporate Income Tax Credits for R&D (state)	R20	R20	R20	R20	R20	R20	R20	R20	R20	R20	R20	R20	R20	R20	R20	R20	R20	R20
Film & TV Tax Credit (state)	R6	R6	R6	R6	R6	R6	R6	R6	R6	R6	R6	R6	R6	R6	R6	R6	R6	R6
Manufacturing Equipment Sales Tax Rebate (state)	R1	R1	R1	R1	R1	R1	R1	R1	R1	R1	R1	R1	R1	R1	R1	R1	R1	R1

Financing and Incentives																		
Jurisdiction	Carlsbad	Chula Vista	Coronado	Del Mar	El Cajon	Encinitas	Escondido	Imperial Beach	La Mesa	Lemon Grove	National City	Oceanside	Poway	San Diego	San Marcos	Santee	Selma Beach	Vista
Loan Program		F2					F4				F7			F2				
Payable Improvement Programs						F4	F4				F4			F4				F4
Industrial Development Bonds												F6	F6	F6				
Tax Exempt Bond Financing for Air-Poll Control Equipment (state)	F5	F5	F5	F5	F5	F5	F5	F5	F5	F5	F5	F5	F5	F5	F5	F5	F5	F5
Cal Compuses (state)	F1	F1	F1	F1	F1	F1	F1	F1	F1	F1	F1	F1	F1	F1	F1	F1	F1	F1

Permits																		
Jurisdiction	Carlsbad	Chula Vista	Coronado	Del Mar	El Cajon	Encinitas	Escondido	Imperial Beach	La Mesa	Lemon Grove	National City	Oceanside	Poway	San Diego	San Marcos	Santee	Selma Beach	Vista
Deferral of Development Impact Fees	P9				P18		P13	P13	P13					P13				P13
Ordnance Services	P7			P7	P17	P7		P7	P26		P7	P7		P7		P7		P7
Site Search Assistance	P12	P12			P12		P12	P12	P18		P12	P12	P5	P12	P12	P12, P16		P12
Permit Fee Deferral		P21					P8		P21					P11	P23			
Permit Fee Waiver							P3		P25									
Early Assistance Meetings/Pre-Development Meetings		P14		P14	P14		P14	P14	P14	P14	P14	P14	P4	P14	P14	P14	P14	P14
Permit Expediting	P24	P2			P15		P15	P27	P15	P27	P15	P27	P6	P1	P22	P27		P20
Permit Fee Reduction							P19				P19							

Additional Incentives																		
Jurisdiction	Carlsbad	Chula Vista	Coronado	Del Mar	El Cajon	Encinitas	Escondido	Imperial Beach	La Mesa	Lemon Grove	National City	Oceanside	Poway	San Diego	San Marcos	Santee	Selma Beach	Vista
Local Contracting Preference Points		A6										A6		A1				A8
Recycling Market Development Zone		A2				A2	A2				A2			A2			A2	
HUB Zone		A4			A4													
Foreign-Trade Zones	A3	A5	A5	A5	A5	A5	A5	A5	A5	A5	A5	A5	A5	A5	A5	A5	A5	A5
HR Hotline (SDWP)	A9	A9	A9	A9	A9	A9	A9	A9	A9	A9	A9	A9	A9	A9	A9	A9	A9	A9
Customized Training (SDWP)	A10	A10	A10	A10	A10	A10	A10	A10	A10	A10	A10	A10	A10	A10	A10	A10	A10	A10
On-site Job Training (SDWP)	A11	A11	A11	A11	A11	A11	A11	A11	A11	A11	A11	A11	A11	A11	A11	A11	A11	A11
Employee Retention Program/Layoff Aversion (SDWP)	A12	A12	A12	A12	A12	A12	A12	A12	A12	A12	A12	A12	A12	A12	A12	A12	A12	A12
CalJOBS (SDWP)	A13	A13	A13	A13	A13	A13	A13	A13	A13	A13	A13	A13	A13	A13	A13	A13	A13	A13
Talent Attraction Marketing Assistance	A3																	

- A1** Small Local Business (SLB) Program - Register online with the city as a small business to receive benefits when bidding on city contracts.

A2 The Recycling Marketing Zone (RMDZ) provides economic incentives and technical services to businesses that divert waste from California's landfills while adding jobs and revenues to the local economy.

A3 The City of Carlsbad offers Talent Attraction Marketing Assistance through its talent attraction brand, "Life is Action," where businesses can get resources to market Carlsbad as an attractive location for employees in the City's key industry clusters.

A4 The HUB Zone Program helps small businesses in urban and rural communities gain preferential access to federal procurement opportunities (federal contracts).

A5 A Foreign-Trade Zone (FTZ) is a designated area that is physically located within the United States where merchandise imported into the FTZ is exempt from U.S. Customs' tariff while in the Zone.

A6 Local contracting preference points

A7 For large projects

A8 Veterans only

A9 HR Hotline that answers questions about workers' compensation, changes to labor law & minimum wage, terminations, employee handbooks, harassment issues, disciplinary issues, compliance and much more.

A10 Customized training reimburses employers up to 50 percent of the training costs associated with training new hires or existing employees. Employers determine the type and duration of the training.

A11 On-the-job training helps businesses offset the cost of training new employees on the job by reimbursing up to 50 percent of a new hire's wages for a maximum of 1,000 hours.

A12 Provides businesses at risk of laying off employees with business process improvement services in order to avert layoffs, stabilize companies and prevent downsizing.

A13 The CalJOBS system is California's online resource to help job seekers and employer's navigate the state's workforce services. The enhanced system allows users to easily find qualified candidates for employment.
- F1** Competitive flexible tax credit through the state of California.

F2 Provides gap loans to small and medium-sized businesses that do not meet the terms of traditional banks.

F3 San Diego Regional Revolving Loan Fund (SDRRLF) goal is to provide small business assistance and generate neighborhood commercial district revitalization.

F4 The Payable & Property Improvement Program (PIP) leverages public and private funds to make quality exterior improvements and enhancements to business properties.

F5 The Pollution Control Tax-Exempt Bond Financing Program provides private activity tax-exempt bond financing to California businesses for the acquisition, construction, or installation of qualified pollution control, waste disposal, waste recovery facilities, and the acquisition and installation of new equipment.

F6 Industrial Development Bonds (IDBs) provide manufacturing and processing companies low-cost, low-interest financing for capital expenditures. Eligible capital expenditures include the acquisition of land, building construction, building renovation and the purchase of machinery and equipment.

F7 Loan program
- P1** Certain San Diego businesses may be eligible to receive expedited review and approval of building and development-related permit applications.

P2 Expedited permitting allows businesses to complete their permitting process in a quicker timeframe. Please note that only businesses that meet specific requirements can apply for this process.

P3 For Targeted Commercial Areas: The South Escondido Boulevard and East Valley Parkway Commercial Corridors and the Downtown Revitalization Area.

P4 Businesses planning to establish or expand their business in Poway may arrange a pre-development meeting with Development Services staff to better understand City requirements for specific sites.

P5 PickPoway.com is Poway's customized site selection website designed to help businesses find locations in the City of Poway that best suit their needs.

P6 The City of Poway offers Express Plan Check turnaround times for certain types of building permits applications. These are typically building permits that are not complex and do not have many issues associated with them, and include commercial and industrial tenancy improvements less than 2,500 square feet.

P7 The Business Ordinance assists in resolving business related issues or challenges for the City's businesses.
- P9** To be eligible, you must have a business that is either expanding its floor area or constructing a new building within the Escondido city limits.

P9 The Western Chula Vista CFD (CFD 174) allows for the deferral of certain development impacts fees for projects located in industrial, commercial and high density residential zones located throughout Western Chula Vista and the Chula Vista Auto Park. The program allows the fees to be deferred for 10 years, with repayment in years 11 – 30. Deferred fees accrue interest at two percent (2%) per annum.

P11 Permit fee deferral eligible for new construction only

P12 Site search assistance

P13 Deferral of development impact fees

P14 Early assistance meeting/pre-development meetings

P15 If work/delays permits

P16 Vacancies listed on website

P17 Has development team in project assistance center

P18 No development impact fees

P19 Permit fee reduction

P20 Expedited permit processing for lower income housing developments

P21 Permit fee deferral

P22 For larger projects serving the greater good

P23 Projects with a large impact

P24 Informal process depends on type of project

P25 Permit fee waiver

P26 Informal service

P27 Permit expediting
- R1** Partial Sales Tax Exemption affords businesses a 4.19 percent state sales tax exemption to reduce the tax on manufacturing and research & development equipment purchases.

R2 Business Cooperation Program - can provide sales and use tax rebates of \$0.25/ dollar of local tax allocated to the City of San Diego when a business implements new practices for sales, purchasing or tax accounting.

R3 Guaranteed Water for Industry Program - Savings on water rates and exemption from conservation measures.

R4 Take advantage of Energy Efficiency Business Rebates that help your business offset the cost of installing energy-efficient equipment.

R5 Property Assessed Clean Energy (PACE) financing allows property owners to make energy efficiency, renewable energy, and water conservation improvements to their property and repay the costs over time on their property tax bills. Property owners can finance energy and water improvements for up to 30 years and repay through their property taxes.

R6 Aimed at retaining and attracting production jobs and economic activity across the state, the California Film Commission's Film and TV Tax Credit Program 2.0 provides incentives for a wide range of project types including big-budget feature films, TV pilots and 1-to TV series for any distribution outlet.

R7 Water efficient plumbing fixture rebates through the San Diego County Water Authority.

R8 Sales tax rebate

R9 Solar rebates

R10 California HERO energy program

R11 Property tax rebates

R12 Water savings incentive program provides financial incentives to non-residential customers for customized water-efficiency projects.

R13 For large projects

R14 Low water plumbing fixtures

R15 Landscaping equipment

R16 HVAC equipment rebates

R17 Medical and dental equipment

R19 The County of San Diego Green Building Incentive Program is designed to promote energy efficiency, use of resource efficient construction materials, and water conservation in new and rehabilitated residential and commercial buildings. Eligible participants can benefit from various program incentives.

R20 The California Research Credit reduces income or franchise tax. Businesses qualify for the credit if they paid or incurred qualified research expenses while conducting qualified research in California.

SDCWA = San Diego County Water Authority SDWP = San Diego Workforce Partnership

Unincorporated Areas *Areas geographically located within the County of San Diego, but not located within City limits



Defense Spending Platform

Login

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Research Top Defense
Industries and
Occupations



Identify Defense
Contractors



Run Custom Regional
Impact Scenarios



Trace Regional Contract
Leakages at the County
Level



San Diego Defense Spending Platform

Year

2019

Region

City

San Diego

Overview

Supply Chain

Impact Analysis

Search Business Profiles

Create Custom Impact Scenario

Add an industry to the scenario to model the impacts of changes in DoD contract values. Use the search bar to find an industry or add a top industry from the list below to create your scenario. Once industries are selected, enter positive or negative changes to anticipate regional impacts. Select up to three industries.

[Browse by Cluster](#)

Industry

Run Impact Analysis

Top Defense Industries in San Diego

NAICS	Description	Selected Year Contract Outlays ⓘ	Contractor Related Jobs ⓘ	Add to Impact Scenario
336611	Ship Building and Repairing	\$70,037,933	283	+
334413	Semiconductor and Related Device Manufacturing	\$10,518,692	0	+
541512	Computer Systems Design Services	\$8,537,098	0	+
334220	Radio and Television Broadcasting and Wireless Communications E...	\$8,374,799	14	+
541511	Custom Computer Programming Services	\$8,335,048	1	+



San Diego Defense Spending Platform

Year

2019

Region

City

San Diego

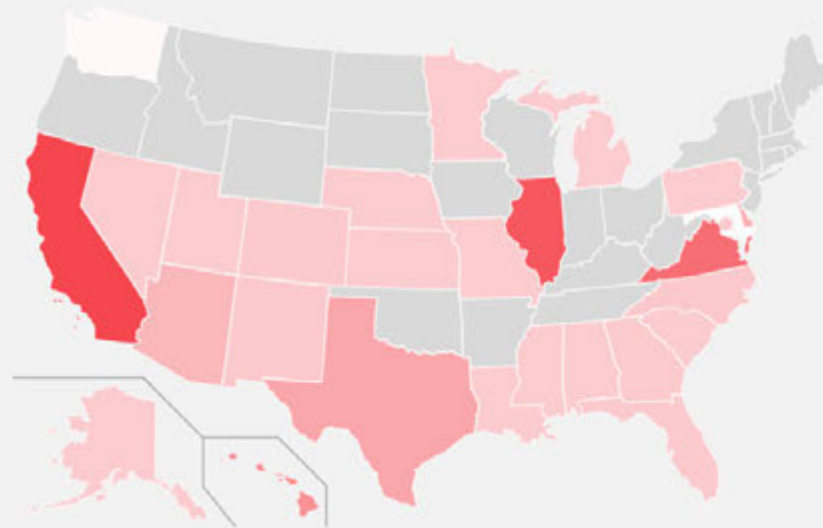
Overview

Supply Chain

Impact Analysis

Search Business Profiles

Export .xls



Low Spend High Spend

Contracts Awarded In-Region and Performed In-Region

\$134.9M

Contracts Awarded In-Region and Performed Out-of-Region

\$30.8M

Contracts Performed In-Region but Awarded Out-of-Region

\$20.1M



San Diego Defense Spending Platform

Year

2019

Region

City

San Diego

Contracts Awarded In-Region and Performed In-Region

\$134.9M

Contracts Awarded In-Region and Performed Out-of-Region

\$30.8M

Contracts Performed In-Region but Awarded Out-of-Region

\$20.1M

Contractors

Industries

Rank	Contractor Name	Active Contract Count ⓘ	Selected Year Contract Awards ⓘ	Awarded & Performed In-Region ⓘ	Awarded In-Region Performed Out-Of-Region ⓘ
1	National Steel And Shipbuilding Company	9	\$69.0M	\$69.0M	\$8.5K
2	Tapestry Solutions, Inc.	3	\$18.3M	\$1.5M	\$16.8M
3	Job Options, Incorporated	9	\$12.6M	\$0.0	\$12.6M
4	Cubic Global Defense, Inc	7	\$12.0M	\$0.0	\$12.0M
5	Cypher Analytics, Inc	4	\$10.5M	\$10.5M	\$0.0
6	Signal Engineering Inc	1	\$8.6M	\$8.6M	\$0.0
7	Northrop Grumman Corporation	3	\$5.5M	\$5.5M	\$0.0
8	Bae Systems National Security Solutions Inc.	2	\$5.3M	\$5.3M	\$0.0
9	Blue Tech Inc.	36	\$4.0M	\$3.7M	\$274.4K



San Diego Defense Spending Platform

Year

2019

Region

City

San Diego

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CUBIC GLOBAL DEFENSE, INC

Annual Total business Revenue

—

Total Defense Contracts Won

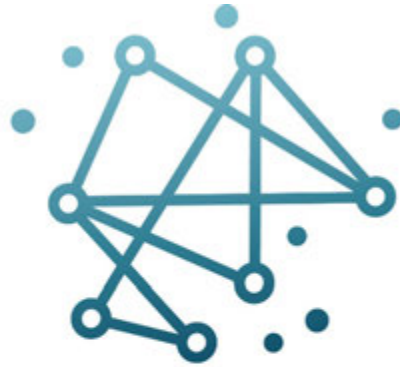
\$12M

Current Employees

—

Contracts

Rank	Product	Awarded	Prime/Sub	In Area/Out of Area
1	J069:MAINT/REPAIR/REBUILD OF EQUIPMENT- TRAINING AIDS AND DEVICES	\$4.9M	Prime	In County
2	U099:EDUCATION/TRAINING- OTHER	\$1.5M	Prime	Out of County
3	B599:SPECIAL STUDIES/ANALYSIS- OTHER	\$4.7M	Prime	Out of County
4	M1BB:OPERATION OF AIR TRAFFIC CONTROL TRAINING FACILITIES	\$943.6K	Prime	Out of County
5	R425:SUPPORT- PROFESSIONAL: ENGINEERING/TECHNICAL	\$49.8K	Prime	Out of County
6	R408:SUPPORT- PROFESSIONAL: PROGRAM MANAGEMENT/SUPPORT	\$0.0	Prime	Out of County
7	U099:EDUCATION/TRAINING- OTHER	\$0.0	Prime	In County



CONNECTORY

Jo Marie Diamond
CEO
East County EDC

Sarah Burns
Director of Research
San Diego Workforce Partnership

WORKFORCE NEEDS IN DEFENSE:

Professional,
Scientific &
Technical
Services

Unmanned
Systems



Cybersecurity Learning Labs

5 Professionally led session.

5 hours per session.

Curriculum specific for small business.

Current success stories and practical applications from two small business owners.

Preparations for the new Cyber Maturity Model Certification which will impact doing business with the GOV.



The progression of the Learning Labs will ideally follow this model:

1. Informing the cohort companies of the threats the Department of Defense (DOD) supply chain faces.
2. Understand the actions the DOD has taken to protect their information.
3. Reviewing and explaining the cybersecurity controls required by the DOD.
4. Crafting a company specific plan to comply with these cybersecurity controls and putting these controls into action within their organizations.
5. Continually reviewing and updating these policies/controls/processes to make sure they are as secure as possible.



SAN DIEGO
REGIONAL
EDC

Regionally Focused. Globally Competitive.

Defense Innovation Voucher Program (DIV)



DefenseInnovation VOUCHER PROGRAM

presented by:

Booz | Allen | Hamilton

San Diego Regional EDC launched the Defense Innovation Voucher Program (DIV) to enhance the competitiveness of 15 small defense contractors by offering complimentary consulting services and curriculum to help companies compete for government or defense contracts and/or explore pivoting products and services to commercial markets.



DIV – Program Structure



- **\$15,000** consulting services:
 - DoD Certifications: SDVOSB, AS9100, AS5553, ISO 9001
 - Lean Supply Chain & Additive Manufacturing Tools
 - Strategic Planning
 - Marketing & Branding
 - Accounting Compliance
- Opportunity to compete for **\$25,000** grand prize
 - Industry insight from San Diego Companies:
- **Six** Custom Workshops:
 - Corporate Strategies for Diversification
 - Small Business Financing & Commercial Loan
 - Small Business Competitiveness
 - Cybersecurity Compliance & New Customer Identification
 - Marketing and Branding Strategies
 - Venture Capital Fundraising Strategies



GENERAL DYNAMICS



Booz | Allen | Hamilton

DIV – Company Support



- **\$15K Consulting Grant** – Supply Chain
- **\$25k** Grand Prize winner – Marketing & Branding Strategies
- **Takeover Tuesday** feature on SD Life. Changing.
- **DoD Certification:** ISO9001 Consulting Services



- **\$15K Consulting Grant** – Supply Chain
- **\$125K** Cal Competes Tax Credit
- **Exporting Logistical support** with WTCSD
- **Hired 6 New Employees**

State Resources



- **California Competes Tax Credit**
 - Income tax credit available to businesses with plans to grow in California
 - Companies outline planned investments and additional full-time hires over a five-year period
 - Agreement with the state which awards credits annually as growth milestones are achieved
- **Research and Development Tax Credit**
 - Up to 15% credit for qualified in-house research expenses
 - 24% credit for basic research payments to an outside organization
 - Offered to companies that conduct qualified research activities in California.
 - A federal research credit is also available
- **Manufacturing and R&D Equipment Exemption**
 - Qualified companies will pay only 3.3125 percent sales or use tax until 2022 on qualifying purchases and leases



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Thank you

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For more information on [CASCADE](#) program and [Governor's Office of Business and Economic Development](#) (GO-Biz), please visit their websites.