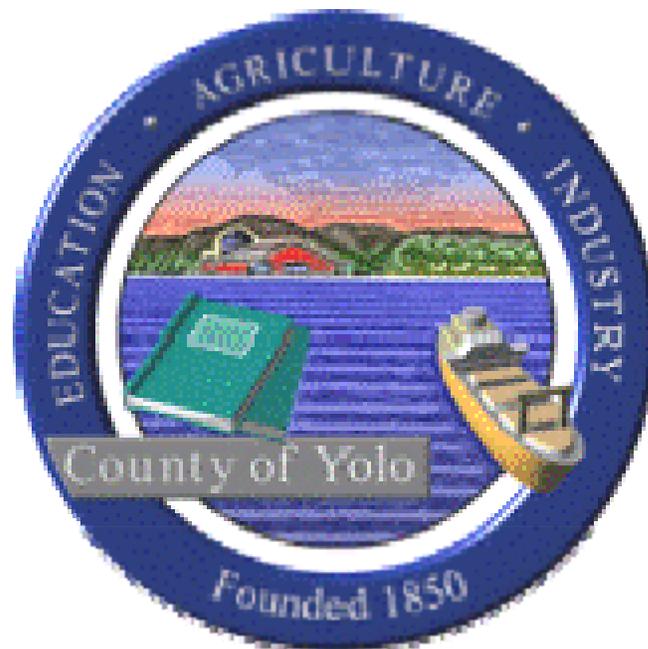


# Yolo County Small Business Resource Guide

August 2010



USDA	Sierra Economic Development Corporation (SEDCorp)	Small Business Administration	Los Rios Business & Economic Development Center	Yuba Sutter Small Business Development Center	Service Corps of Retired Executives	Business Environmental Resource Center	Northern California World Trade Center	PG&E	Sacramento Area Regional Technology Alliance	The Federal Technology Center (The FTC)	Yolo County One-Stop	Local Chambers of Commerce	California Manufacturing & Technology Association	SACTO	Yolo County Economic Development	Directions: Find the services you need, and read descriptions about the service providers and their contact information on the following pages.
	●	●	●	●	●		●		●	●	●	●				Services to New Businesses
	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	Services to Established Businesses
														●	●	Relocation and Expansion Assistance
●	●	●	●	●												Loans
●	●	●														Loan Guarantees
	●		●	●	●	●	●	●	●	●					●	Business Consulting
			●	●		●			●						●	Licensing, Permitting, & Regulation Assistance and Expediting
	●	●	●	●	●	●			●	●	●	●	●			Workshops & Seminars
	●		●	●	●							●			●	Marketing
	●		●	●	●											Bookkeeping & Tax Management
	●		●	●					●			●			●	Business Plan Assistance
			●	●							●		●			Workforce Development
	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	Information & Research Resources
	●		●	●							●	●			●	Bilingual Resources
			●	●				●								Utility Resources
	●	●														Business Opportunities-Franchise
	●		●	●	●		●			●						International Trade

# SMALL BUSINESS RESOURCE GUIDE



## County of Yolo Economic Development Division

As the county's business advocate, the Economic Development Division provides resources and services to businesses. These services include: permit information, permit expediting, site location assistance, financing, loan programs, and business training.

In addition to such services, the Economic Development Division has compiled a list of resources that provide further assistance to small businesses. The Economic Development staff is dedicated to ensuring business and economic success in the County of Yolo. Please contact us for more information.

County Administrator's Office,  
Economic Development  
625 Court Street, Room 202,  
Woodland, CA 95695  
Telephone: (530) 666-8066  
Website: <http://www.yolocounty.org/Index.aspx?page=357>

### Financing

**Local Banks** provide a variety of loans for small businesses. Many partner with the SBA to provide you financing through selected Small Business

Administration loans. For a list of local banks that specialize in small business financing, contact:

County Administrator's Office  
Economic Development  
625 Court Street, Room 202,  
Woodland, CA 95695  
Telephone: (530) 666-8066

**USDA Rural Development** works in partnership with the private sector and community-based organizations to provide financial assistance and business planning to small businesses. Technical assistance is also provided to rural businesses and cooperatives. Programs include Business and Industry (B&I) Guaranteed Loans, Intermediary Relending Program Loans, Rural Business Enterprise Grants, Rural Economic Development Loans and Grants, and Rural Cooperative Development Grants. USDA Rural Development offers programs to provide the educational opportunities, training, technical support, and tools for rural residents to start small businesses and to access jobs in agricultural markets, the green economy, and other existing markets, as well as acquire training in vocational and entrepreneurship skills they can use in the marketplace and business sector.

USDA Rural Development-  
California State Office  
430 G Street, Agency 4169, Davis,  
CA 95616  
Telephone: (530) 792-5800  
Website: <http://www.rurdev.usda.gov/ca>

### **Yolo County Community Development Block Grant Program**

The primary federal objective of the CDBG program is the development of viable urban communities by providing decent housing and a suitable living

environment and by expanding economic opportunities, principally for persons of low and moderate income. Each year, the State of California's Department of Housing and Community Development (HCD) receives an allocation of CDBG funds from the federal government. Under State statute and regulation, HCD then allocates the federal CDBG award into various program components. Out of these components, competitive grants are awarded to eligible jurisdictions. When applied for and awarded, the county is able to assist households with loans to rehabilitate their homes from blight, improve community facilities within our unincorporated areas, provide grants to improve infrastructure to targeted income group (low-income) areas, provide funding for public works improvements and more.

County Administrator's Office  
Economic Development  
625 Court Street, Room 202,  
Woodland, CA 95695  
Telephone: (530) 666-8069

**Sierra Economic Development Corporation (SEDCorp)** is a private non-profit organization devoted to supporting the economic development of the rural communities north and east of Sacramento. SEDCorp supports local jurisdictions in their economic development efforts, providing expertise often lacking in small local governments and works with those jurisdictions to secure grant funds from a variety of sources for high priority projects. SEDCorp supports the region's businesses with a variety of training events ranging from single-subject sessions on such topics as bookkeeping and local business resources to intensive three-day business "boot camps" to

teach the fundamentals of sound business planning from inception to retirement. SEDCorp is a small business lender. SEDCorp provides a number of loan products sourced from the U.S. Small Business Administration and the Department of Agriculture to a service area that extends across all the counties touching the border with Nevada from Sacramento to Oregon.

Sierra Economic Development Corporation  
560 Wall Street, Suite F, Auburn,  
CA 95603  
Telephone: (530) 823-4703  
Fax (5300): 823-4142  
Website: <http://www.sedcorp.biz/>

**The U.S. Small Business Administration (SBA)** was established to assist, counsel, support and protect small businesses. The SBA provides financial, technical, and management assistance to help entrepreneurs start, run and grow their businesses. SBA has a portfolio of business loans, loan guarantees, disaster loans, and venture capital. In addition to the SBA's financial guarantee programs, SBA's resource centers provide businesses with the tools for enhancing and growing their businesses including management and technical assistance to more than one million small business owners. The Sacramento SBA resource center offers numerous workshops and training programs that provide the tools and skills needed to enhance and grow business.

Small Business Administration  
Sacramento SBA District Office  
6501 Sylvan Road, Suite 100  
Citrus Heights, CA 95610  
Telephone: (916) 753-1700  
Fax: (916) 753-1719

## Technical Assistance

### **Small Business Development Centers**

The Los Rios Community College Business and Economic Development Center and the Yuba Community College District Small Business Development Center provide services to businesses in the areas of employee training, marketing, and business planning. The centers also offer assistance with export/import issues and environmental compliance. The centers offer customized business assessments to identify clients' needs and recommend solutions that are linked to performance goals. The Yuba Community College District SBDC offers free, confidential, one-on-one counseling as well as low cost seminars and workshops and referrals to specialized business information and resources.

Los Rios Community College  
Business and Economic  
Development Center  
1410 Ethan Way, Sacramento,  
CA 95825  
Telephone: (916) 563-3251  
Fax: (916) 563-3270  
Email: [caldwet@losrios.edu](mailto:caldwet@losrios.edu)

Yuba Community College District  
Small Business Development  
Center  
Woodland Office  
307 First Street, Woodland, CA  
95695  
Telephone: (530) 822-0140  
Website:  
<http://www.yubasbdc.org/>

### **Service Corps of Retired Executives**

**(SCORE)** is an association of working and retired executives and business owners who donate their time and

expertise as volunteer business counselors and provide confidential counseling and mentoring free of charge. In addition, SCORE provides training and resource material for businesses throughout Sacramento and the surrounding region.

Service Corps of Retired  
Executives  
10661 Coloma Road  
Rancho Cordova, CA 95670  
Telephone: (916) 942-2192  
Fax: (916) 942-2197  
Website: [www.sacscore.org](http://www.sacscore.org)  
Email: [info@sacscore.org](mailto:info@sacscore.org)

### **Business Environmental Resource Center**

**(BERC)** is a joint project of the Sacramento Metropolitan Air Quality Management District, Sacramento County's Public Works Agency, Environmental Management Department, the Planning and Community Development Department, and the City of Sacramento Department of Utilities. BERC is a non-regulatory office that assists businesses with environmental, permitting, and zoning regulations. BERC offers free and confidential consultative services for both environmental and non-environmental issues. BERC also provides pollution prevention information to businesses and offers advocacy efforts that include providing fact sheets, guidance documents, facilitation services, seminars and workshops.

Business Environmental Resource  
Center  
10425 Norden Avenue, Mather,  
CA 95655  
Telephone: (916) 364-4110  
Website: [www.sacberc.org](http://www.sacberc.org)

**CalGOLD** assists business owners in finding the appropriate permitting information for their business. The CalGOLD database provides links and contact information that directs you to agencies that administer and issue business permits, licenses and registration requirements from all levels of government. Much of the information is specific to the type of business and its location in California.

Website:[www.calgold.ca.gov](http://www.calgold.ca.gov)

**Northern California World Trade Center (NCWTC)** serves as the region's international business development resource. It is licensed by the World Trade Center Association in New York City and provides resources and services for international trade in the business community. The NCWTC's mission is to enhance the region's international commerce and trade capabilities to grow export dollar volume in the region.

Northern California World Trade Center  
917 Seventh Street, Second Floor  
Sacramento, CA 95814  
Telephone: (916) 498-5155  
Fax: 9916) 313-3496  
Website:[www.buyusa.gov/sacramento/](http://www.buyusa.gov/sacramento/)

**PG&E** offers a variety of energy management solutions, from rebates and incentives, to classes and third-party assistance, and can help small businesses get control of their energy costs. They also offer technical assistance and financial incentives for energy efficient designs in new construction projects that can increase operation efficiency and reduce energy costs. In addition, there are a variety of classes for small and medium business

owners and managers to help expand their knowledge and understanding of energy efficient products, solar technology, regulation changes, climate change and much more. Most classes and services are free to PG&E customers and those who serve them through the Pacific Energy Center and Energy Training Center.

Website:[www.pge.com](http://www.pge.com)

**Sacramento Area Regional Technology Alliance (SARTA)** is a non-profit organization that serves the greater Sacramento area with tech-focused programs to support entrepreneurial programs, companies and technology investment. SARTA's initiatives are to provide access to capital, education and business development through a number of programs. SARTA is currently housed in and is managing the McClellan Technology Incubator.

Sacramento Area Regional Technology Alliance  
5022 Bailey Loop, McClellan, CA 95652  
Telephone: (916) 447-7399  
Fax: 9916) 492-9437  
Website: [www.sarta.org](http://www.sarta.org)  
Email: [info@sarta.org](mailto:info@sarta.org)

**The Federal Technology Center (The FTC)** promotes economic development by facilitating technology transfers between government and the private sector, and by helping small businesses successfully compete for government contracts. It is their goal to facilitate beneficial partnerships between businesses and government organizations.

The Federal Technology Center  
4700 Roseville Road, Suite 105  
North Highlands, CA 95660

Telephone: (916) 334-9388  
Fax: (916) 334-9078  
Website: [www.theftc.org](http://www.theftc.org)

### **Yolo County One-Stop Career Centers**

provide programs and resources for Yolo County and Greater Sacramento Area businesses. They provide business counseling to owners, managers and entrepreneurs that encompass all stages of business development and offer financial assistance through revolving loan funds designed to create or retain local jobs. In addition, One-Stop Career Centers assist with business attraction, retention and expansion activities to prospects and referrals as well as providing assistance with site identification and permits. Furthermore, they provide training activities and job analysis programs to assist employers with employee training.

Yolo County One-Stop Career Centers  
25 N. Cottonwood Street,  
Woodland, CA 95695  
Telephone: (530) 661-2641

### **Advocacy**

**Local Chambers of Commerce** work with area businesses to provide business advocacy and assistance, and referrals to sources of financing, training and marketing support. The Chambers of Commerce provide networking opportunities and host many workshops and seminars for area businesses.

Davis Chamber of Commerce  
604 Third Street  
Davis CA 95616  
Telephone: (530) 756-5160  
Website:  
[www.davischamber.com](http://www.davischamber.com)

Esparto Regional Chamber of Commerce  
P.O. Box 194  
Esparto, Ca 95627  
Telephone: (530) 787-3242  
Fax: (530) 787-3373  
Website:  
[www.espartochamber.com](http://www.espartochamber.com)

Hispanic Chamber of Commerce of Yolo County  
117 West Main Street Suite 15  
Woodland, CA 95695  
Telephone: 530-666-5335  
Fax: 530-406-8880  
Email: [www.yolohcc.net](mailto:www.yolohcc.net)

West Sacramento Chamber of Commerce  
1414 Merkley Ave.  
West Sacramento, CA 95691  
Telephone: (916) 371-7042  
Fax: (916) 371-7007  
Website:  
[www.westsacramentochamber.com](http://www.westsacramentochamber.com)

Winters District Chamber of Commerce  
11 Main Street  
Winters, CA 95694  
Phone: (530) 795-2329  
Fax: (530) 795-3202  
Webstie:  
[www.winterschamber.com](http://www.winterschamber.com)

Woodland Chamber of Commerce  
307 First Street Woodland CA 95695  
Telephone: 530-662-7327  
Website:<http://www.woodlandchamber.org/>

**California Chamber of Commerce (CalChamber)** employs labor law experts, human resources professionals and pro-business staff lobbyists within one organization to bring small businesses all the resources they need in a single place. Their products help California businesses navigate the often-complicated terrain of labor law. Numerous references are available to guide the entrepreneur in forming a new business in California.

California Chamber of  
Commerce  
1215 K Street, Suite 1400  
Sacramento, CA 95814  
Telephone: (916) 444-6670  
Membership: (800) 649-4921  
Fax: (916) 325-1272  
Website:  
<http://www.calchamber.com/>

**California Manufacturing and Technology Association (CMTA)** works to improve and preserve a strong business climate for California's 30,000 manufacturers, processors, and technology based companies. Resources offered through CMTA include programs funded by the Employment Training Panel. Companies may receive funding for training current and new employees, assistance with ETP application, and help with implementing successful worker training programs.

California Manufacturing and  
Technology Association  
980 9<sup>th</sup> Street. #2200,  
Sacramento, CA 95814  
Telephone: 9916) 441-5420  
Website: [www.cmta.net](http://www.cmta.net)

### **Governor's Office of Economic Development**

The Governor's Office of Economic Development (GoED) was created by Executive Order as a one-stop shop for business assistance and to facilitate and stimulate economic growth through the development and implementation of strategic policies and partnerships with the private sector, community, local, and national organizations that enhance human and capital infrastructure as well as increase California's competitive advantage in the global marketplace.

Website: <http://www.business.ca.gov/Home.aspx>

### **Sacramento Area Commerce and Trade Organization (SACTO)**

is a private, nonprofit economic development organization established to encourage top-quality businesses to place job-generating investment in the Greater Sacramento Area- El Dorado, Placer, Sacramento, Sutter, Yolo and Yuba Counties. The County's Economic Development Department coordinates with SACTO on a number of marketing initiatives throughout the year.

Sacramento Area Commerce  
and Trade Organization  
400 Capitol Mall, Suite 2500  
Sacramento, CA 95814  
Telephone: (916) 441-2144  
Fax: 9916) 441-2312  
Website: [www.sactoedc.org](http://www.sactoedc.org)  
Email: [sacto@sactoedc.org](mailto:sacto@sactoedc.org)