

AMENDED IN ASSEMBLY MAY 4, 2015

CALIFORNIA LEGISLATURE—2015–16 REGULAR SESSION

ASSEMBLY BILL

No. 184

Introduced by Assembly Member Eduardo Garcia

(Coauthors: Assembly Members Achadjian, Travis Allen, Brough, Brown, Chau, Chávez, Dodd, Gipson, Kim, Mathis, Waldron, and Wilk)

(Coauthor: Senator Hueso)

January 26, 2015

An act to amend Section 13997.6 of, and to add Chapter 7 (commencing with Section 63100) to Division 1 of Title 6.7 of, the Government Code, relating to economic development.

LEGISLATIVE COUNSEL'S DIGEST

AB 184, as amended, Eduardo Garcia. Small Business Technical Assistance Act of 2015.

The Economic Revitalization Act establishes the Governor's Office of Business and Economic Development, also known as "GO-Biz," to serve the Governor as the lead entity for economic strategy and the marketing of California on issues relating to business development, private sector investment, and economic growth. The Bergeson-Peace Infrastructure and Economic Development Bank Act establishes the Infrastructure and Economic Development Bank within GO-Biz to, among other things, assist in the promotion of economic development throughout the state.

This bill would enact the Small Business Technical Assistance Act of 2015, within the bank under the direction of GO-Biz to, among other things, serve as the lead state entity for overseeing the state's participation with the federal California Small Business Development

Center Program, the Women’s Business Center program, the Veteran Business Outreach Center program, the Service Corps of Retired Executives (SCORE), and the Procurement Technical Assistance Cooperative Agreement program. The bill would also recognize those federal programs, and would authorize GO-Biz or any other state entity to contract with a federal small business technical assistance center. The bill would require the State Chair of the California Small Business Development Center Leadership Council, or the contract lead for any of the other federal small business technical assistance centers, to report specific information to GO-Biz relating to any year that state funds are appropriated to support the California Small Business Development Center Program or any of the other federal small business technical assistance center programs, and would, in turn, require the director of GO-Biz or the contract lead for any of the other small business technical assistance centers to provide that report to the Legislature and post the report on the GO-Biz’s Internet Web site. The bill would also require the state chair, as a condition of accepting state funds, to allow access to other information about those federal programs under certain conditions. The bill would make legislative findings and declarations in this regard.

Vote: majority. Appropriation: no. Fiscal committee: yes.
State-mandated local program: no.

The people of the State of California do enact as follows:

1 SECTION 1. Section 13997.6 of the Government Code is
2 amended to read:
3 13997.6. (a) The California Economic Development Fund is
4 hereby created in the State Treasury for the purpose of receiving
5 federal, state, local, and private economic development funds, and
6 receiving repayment of loans or grant proceeds and interest on
7 those loans or grants.
8 (b) Upon appropriation by the Legislature, moneys in the fund
9 may be expended by the Governor’s Office of Business and
10 Economic Development, without regard to fiscal year, to provide
11 funds for loans, matching funds, or grants to public agencies,
12 nonprofit organizations, and private entities, and for other economic
13 development purposes, consistent with the purposes for which the
14 moneys were received.

1 SEC. 2. Chapter 7 (commencing with Section 63100) is added
2 to Division 1 of Title 6.7 of the Government Code, to read:

3
4 CHAPTER 7. SMALL BUSINESS TECHNICAL ASSISTANCE ACT OF
5 2015
6

7 63100. This chapter shall be known, and may be cited, as the
8 Small Business Technical Assistance Act of 2015.

9 63105. The Legislature finds and declares all of the following:

10 (a) The federal government funds and operates a range of
11 technical assistance programs through contracts with nonprofit
12 organizations who commit to serve and support small businesses
13 in California including the California Small Business Development
14 Center program, the Women’s Business Center program, the
15 Veteran Business Outreach Center Program, and the Service Corps
16 of Retired Executives (SCORE). The Department of Defense also
17 funds and operates the Procurement Technical Assistance
18 Cooperative Agreement program through contracts with nonprofit
19 organizations in California. All of these programs provide free and
20 low-cost services to California small businesses. It is in the interest
21 of the state to collaborate with these centers under the state role
22 of helping to provide an economic environment in which small
23 businesses can be successful, including participation in a seamless
24 network of federal, state, and nonprofit programs, services, and
25 activities that benefit small businesses.

26 (b) (1) The California Small Business Development Center
27 Program plays a significant role in expanding and supporting
28 California small businesses. There are more than 1,000 Small
29 Business Development Centers in the United States and its
30 territories, and there are over 30 Small Business Development
31 Centers located in regions throughout California.

32 (2) The primary role of the California Small Business
33 Development Center Program, a component of the federal Small
34 Business Development Center Program, is to provide technical
35 assistance to the state’s small businesses, including tracking
36 assistance and outcomes that result in a meaningful contribution
37 to the California economy.

38 (3) Within the state, the California Small Business Development
39 Center Program is administered through six Regional Small
40 Business Development Center Networks, as follows: Northern

1 California; Northeastern California; Central California; Orange
2 County/Inland Empire; Los Angeles; and San Diego. Each regional
3 network is managed by an Administrative Lead Center, designated
4 by the federal Small Business Administration through a cooperative
5 agreement, and affiliated with one public institution of higher
6 education. The centers are responsible for securing required
7 one-to-one matching funds to draw down federal appropriations,
8 according to a population-based formula determined by the United
9 States Census, and the regional networks are held accountable for
10 their productivity and required to submit regular performance
11 reports to the Office of Small Business Development Centers,
12 within the federal Small Business Administration.

13 (4) Throughout the six regional networks there are more than
14 30 full-time Small Business Development Centers, with multiple
15 additional outreach locations serving small businesses in this state.
16 These centers provide assistance to existing businesses in the areas
17 of financing, government contracting, business planning and
18 management, marketing, international trade, energy efficiency and
19 sustainability, and disaster preparedness. The centers also provide
20 expert advice to technology companies in the areas of business
21 and financial plan preparation, angel and venture capital
22 presentation preparation, funding strategies, product positioning,
23 market launch strategies, applications for federal grants, technology
24 transfers with research universities, intellectual property issues,
25 and strategic partnerships. The centers work in collaboration with
26 various partners to provide these services, including, but not limited
27 to, the federal Small Business Administration, the United States
28 Department of Commerce, the United States Department of
29 Agriculture, the Governor's Office of Business and Economic
30 Development, the California Innovation Hub Program, the
31 California Community Colleges, the California State University,
32 the University of California, local workforce investment boards,
33 economic developers, cities, counties, and chambers of commerce.

34 (c) (1) The Women's Business Center program plays a
35 significant role in expanding and supporting California small
36 businesses. The Women's Business Center program was established
37 to provide in-depth, substantive, outcome-oriented business
38 services to women entrepreneurs, both nascent and established
39 businesses, including a representative number of which are socially
40 and economically disadvantaged.

1 (2) The Women’s Business Center program meets its mission
2 through the award of financial assistance to tax-exempt, private
3 nonprofit organizations to enable them to effect substantial
4 economic impact in their communities, as measured by successful
5 business startups, job creation and retention, and increased
6 company revenues.

7 (3) California’s network of women’s business centers include:
8 Anew America Women’s Business Center/Anew America
9 Community Corporation (Berkeley); Mendocino Women’s
10 Business Center West Company (Fort Bragg); Asian Pacific
11 Islander Small Business Program WBC/LTSC Community
12 Development Corp. (Los Angeles); PACE Women’s Business
13 Center/Pacific Asian Consortium Employment (Los Angeles);
14 University Enterprises Corporation at CSUSB - (Coachella Valley);
15 California Capital Financial Development Corporation
16 (Sacramento); Inland Empire Women’s Business Center University
17 Enterprise Corp. at California State University, San Bernardino
18 (San Bernardino); Renaissance Entrepreneurship Center (San
19 Francisco); Women Business Partners Program Mission
20 Community Services Corp. (San Luis Obispo); Women’s Economic
21 Ventures (Santa Barbara); and Valley Economic Development
22 Center (Sherman Oaks).

23 (d) The Veteran Business Outreach Center program in California
24 is one of only four in the United States. The Veteran Business
25 Outreach Center program plays an important role in meeting the
26 unique needs of veterans in starting and operating businesses. The
27 program is funded by the Small Business Administration’s veterans
28 unit. The Veteran Business Outreach Center program provides
29 statewide small business consulting and workshops for veteran
30 owners of small businesses, and veterans wishing to start a small
31 business. The Veteran Business Outreach Center program offers
32 outreach through its network of related nonprofit veteran service
33 centers in the California Cities of Santa Rosa, Eureka, Menlo Park,
34 and Redding, and in Reno, Nevada.

35 (e) (1) The Service Corps of Retired Executives (SCORE) is
36 managed by the SCORE Association “Counselors to America’s
37 Small Business” and is organized as a nonprofit association
38 comprised of over 13,000 volunteer business counselors working
39 in 348 SCORE chapters throughout the United States and its
40 territories. SCORE members are trained to serve as counselors,

1 advisors, and mentors to aspiring entrepreneurs and business
2 owners. Services are offered at no fee, as a community service.
3 SCORE was formed in 1964 and nearly 10 million Americans
4 have utilized SCORE services.

5 (2) SCORE is a resource partner with the Small Business
6 Administration. The Small Business Administration administers
7 a congressional grant, which provides SCORE with funding.
8 SCORE volunteers work with the Small Business Administration
9 and small business development centers to provide small business
10 mentoring and training to entrepreneurs through the Small Business
11 Administration and small business development center offices.
12 There are 19 SCORE offices in California, as well as a range of
13 online services.

14 (f) (1) The Procurement Technical Assistance Cooperative
15 Agreement program plays an important role in helping small
16 business access public contract opportunities. The Procurement
17 Technical Assistance Cooperative Agreement program was
18 authorized by Congress in 1985 in an effort to expand the number
19 of businesses capable of participating in the government
20 marketplace.

21 (2) The Procurement Technical Assistance Cooperative
22 Agreement program is administered by the Department of Defense.
23 The program provides matching funds through cooperative
24 agreements with state and local governments and nonprofit
25 organizations for the establishment of procurement technical
26 assistance centers to provide procurement assistance.

27 (3) Procurement technical assistance centers are structured to
28 reflect the needs, priorities, and resources of the areas they serve.
29 Some procurement technical assistance centers are administered
30 directly by state governments; others partner with universities,
31 community colleges, local economic development corporations,
32 or other local institutions. Some procurement technical assistance
33 centers operate within Bureau of Indian Affairs areas and serve
34 exclusively Native American-owned businesses. Many are affiliated
35 in some way with small business development centers and other
36 small business programs.

37 (4) Procurement technical assistance centers are staffed with
38 counselors experienced in government contracting and provide a
39 wide range of services including classes and seminars, individual
40 counseling, and easy access to bid opportunities, contract

1 specifications, procurement histories, and other information
2 necessary to successfully compete for government contracts.

3 (g) (1) *The Hollings Manufacturing Extension Partnership was*
4 *established in the 1980s as United States manufacturing began to*
5 *lose ground to Japan. The United States faced key competitive*
6 *challenges in consumer electronics, steel, and other industries.*
7 *United States goods production processes were deemed*
8 *comparatively outdated and innovation stagnated. The program*
9 *is administered by the National Institute of Standards and*
10 *Technology.*

11 (2) *Within the state the Hollings Manufacturing Extension*
12 *Partnership is represented by two small business technical*
13 *assistance centers, one serving northern California and the other*
14 *servng southern California.*

15 63110. The following definitions apply for the purposes of this
16 chapter:

17 (a) (1) “Small Business Act of Congress” refers to the act of
18 Congress signed into law on July 2, 1980, entitled “The Small
19 Business Development Center Act of 1980” (Public Law 96-302)
20 which authorized the Small Business Development Center Program,
21 operated by the Small Business Administration.

22 (2) “Women’s Business Act of Congress” refers to the act of
23 Congress signed into law in 1988, entitled the “Women’s Business
24 Ownership Act of 1988” (Public Law 100-533), operated by the
25 Small Business Administration.

26 (3) “Veteran’s Business Act of Congress” refers to the act of
27 Congress described in Section 657b of Title 15 of the United States
28 Code governing the Veteran Business Outreach Center, operated
29 by the Small Business Administration.

30 (4) “SCORE Act of Congress” refers to the act of Congress
31 described in Section 637 of Title 15 of the United States Code
32 governing the Service Corps of Retired Executives (SCORE),
33 operated by the Small Business Administration.

34 (5) “Procurement Act of Congress” refers to the act of Congress
35 described in Chapter 142 (commencing with Section 2411) of Part
36 IV of Subtitle A of Title 10 of the United States Code governing
37 the Procurement Technical Assistance Cooperative Agreement
38 program, operated by the Department of Defense.

39 (b) “Administrative Lead Center” means the entity with which
40 the federal Small Business Administration contracts with to

1 administer the Small Business Development Center Program within
2 a state or district. The Administrative Lead Center is directly
3 accountable to the Small Business Administration for all aspects
4 of the Small Business Development Center, including staffing,
5 program, outreach, and securing the required one-to-one match to
6 draw down federal funds to operate the program in the
7 Administrative Lead Center’s area of responsibility.

8 (c) The “California Small Business Development Center
9 Program” is comprised of the six regional networks of Small
10 Business Development Centers operating in the state pursuant to
11 a cooperative agreement between the Administrative Lead Centers
12 and the federal Small Business Administration.

13 (d) “California Small Business Development Center Leadership
14 Council” refers to the entity that is comprised of the directors of
15 the Administrative Lead Centers that coordinate the regional
16 networks of small business development centers. The council is
17 the statewide entity tasked with negotiating partnerships on behalf
18 of the California Small Business Development Center Program,
19 leveraging operational and technical assistance for best practices
20 across the six regions, and working with the state government to
21 maximize the economic impact of the federal Small Business
22 Development Center Program within the state.

23 (e) “Director” means the Director of the Governor’s Office of
24 Business and Economic Development.

25 (f) “Federal match” means the money committed to the
26 operations of the regional network of Small Business Development
27 Centers by an Administrative Lead Center, a Women’s Business
28 Center, the Veteran Outreach Center, and a Procurement Technical
29 Assistance Center, that have come from a nonfederal government
30 source of moneys. The federal match is used to draw down moneys
31 from the federal Small Business Administration.

32 (g) “Office” means the Governor’s Office of Business and
33 Economic Development.

34 (h) “Regional Directors” refers to the highest level personnel
35 charged with management and oversight of a regional network of
36 Small Business Development Center Networks, and who are
37 employed by the Administrative Lead Centers pursuant to
38 guidelines from the federal Small Business Development Center.
39 There are six Regional Director positions in California.

1 (i) “Regional Network of Small Business Development Centers”
2 refers to the Small Business Development Centers which are
3 administered under a single Administrative Lead Center. There
4 are six California Regional Small Business Development Center
5 Networks: Northern California, Northeastern California, Central
6 California, Orange County/Inland Empire, Los Angeles, and San
7 Diego.

8 (j) “Regional Network of Women’s Business Centers” refers
9 to the Women’s Business Centers. There are 11 California Regional
10 Small Business Development Center Networks.

11 (k) “Regional Network of SCORE” refers to the Service Corps
12 of Retired Executives, which are administered pursuant to a
13 congressional grant and guidelines from the federal Small Business
14 Administration. There are 19 SCORE centers in California located
15 in Bakersfield, Capitola, Chico, Citrus Heights, Fresno, Glendale,
16 Modesto, Monterey, Oakland, Oxnard, Palm Desert, Riverside,
17 San Diego, San Francisco, San Jose, San Luis Obispo, Santa Ana,
18 Santa Rosa, and Sonora.

19 (l) “Regional Network of Procurement Technical Assistance
20 Centers” refers to procurement technical assistance centers, which
21 are administered pursuant to guidelines from the United States
22 Department of Defense.

23 (m) “Small Business Development Center” refers to an
24 individual physical location, recognized by the federal Small
25 Business Administration and overseen by the Administrative Lead
26 Center, where a small business owner or an aspiring entrepreneur
27 can receive free one-on-one consulting and low at-cost training
28 on a variety of topics including starting, operating, and expanding
29 a small business.

30 (n) “Federal small business technical assistance centers” means
31 a Small Business Development Center, a Women’s Business
32 Center, the Veteran Business Outreach Center, a SCORE center,
33 *the Manufacturing Extension Partnership centers*, and a
34 Procurement Technical Assistance Center that operate in California
35 under federal contracts.

36 (o) The “Women’s Business Center” refers to an individual,
37 physical location, recognized by the federal Small Business
38 Administration where a small business owner or an aspiring
39 entrepreneur can receive free one-on-one consulting and low at-cost

1 training on a variety of topics including starting, operating, and
2 expanding a small business.

3 (p) The “Veteran’s Business Center” refers to an individual,
4 physical location, recognized by the federal Small Business
5 Administration where a small business veteran owner or an aspiring
6 veteran entrepreneur can receive free one-on-one consulting and
7 low at-cost training on a variety of topics including starting,
8 operating, and expanding a small business.

9 (q) “SCORE” refers to an individual, physical location,
10 recognized by the federal Small Business Administration where a
11 small business owner or an aspiring entrepreneur can receive free
12 mentoring and attend workshops on a variety of topics including
13 starting, operating, and expanding a small business.

14 (r) The “Procurement Technical Assistance Center” refers to
15 an individual, physical location, recognized by the United States
16 Department of Defense where a small business owner can receive
17 free training on a variety of state and federal procurement issues.

18 (s) *The “Manufacturing Extension Partnership centers” refers*
19 *to the two California contractors recognized by the federal*
20 *National Institute of Standards and Technology pursuant to the*
21 *Omnibus Trade and Competitiveness Act of 1988 where small*
22 *manufacturers can obtain information and assistance on new*
23 *technology acceleration, supply chain management, lean*
24 *processing, export development, sustainable manufacturing*
25 *practices, and other issues related to innovation.*

26 63115. (a) The office shall serve as the lead state entity for
27 overseeing the state’s participation with the California Small
28 Business Development Center Program, the Women’s Business
29 Center program, the Veteran Business Outreach Center program,
30 the Service Corps of Retired Executives (SCORE), and the
31 Procurement Technical Assistance Cooperative Agreement
32 program. The office may collaborate with and support federal
33 small business technical assistance centers in the provision of
34 technical assistance and other related services to small businesses
35 through their regional networks of centers.

36 (b) The office or any other state entity may contract with a
37 federal small business technical assistance center. If a contract is
38 entered into and money is exchanged for services, the federal small
39 business technical assistance center shall report on those activities
40 as specified in Section 63125.

1 (c) (1) Any public or private corporation authorized to establish,
2 operate, and maintain a small business development center whose
3 application is granted pursuant to the terms of the Small Business
4 Act of Congress may establish, operate, and maintain the center
5 subject to the conditions and restrictions of the Small Business
6 Act of Congress, and any amendments thereto.

7 (2) Any public or private corporation authorized to establish,
8 operate, and maintain a Women’s Business Center whose
9 application is granted pursuant to the terms of the Women’s
10 Business Act of Congress may establish, operate, and maintain
11 the center subject to the conditions and restrictions of the Women’s
12 Business Act of Congress, and any amendments thereto.

13 (3) Any public or private corporation authorized to establish,
14 operate, and maintain a Veteran’s Business Center whose
15 application is granted pursuant to the terms of the Veteran’s
16 Business Act of Congress may establish, operate, and maintain
17 the center subject to the conditions and restrictions of the Veteran’s
18 Act of Congress, and any amendments thereto.

19 (4) Any public or private corporation authorized to establish,
20 operate, and maintain a SCORE center whose application is granted
21 pursuant to the terms of the SCORE Act of Congress may establish,
22 operate, and maintain the center subject to the conditions and
23 restrictions of the SCORE Act of Congress, and any amendments
24 thereto.

25 (5) Any public or private corporation authorized to establish,
26 operate, and maintain a Procurement Technical Assistance Center
27 whose application is granted pursuant to the terms of the
28 Procurement Act of Congress may establish, operate, and maintain
29 the center subject to the conditions and restrictions of the
30 Procurement Act of Congress, and any amendments thereto.

31 63120. The state recognizes that the federal small business
32 technical assistance center programs, administered by the federal
33 Small Business Administration and the United States Department
34 of Defense through a network of nonprofit service providers, offer
35 a range of services that benefit California small businesses
36 including the following:

37 (a) (1) The state recognizes that the Small Business
38 Development Center may, pursuant to the Small Business Act of
39 Congress, on January 1, 2014, offer a range of services, including,
40 but not limited to:

1 (A) Providing specialized one-on-one counseling and technical
2 assistance in the areas of financing, government contracting,
3 business planning and management, marketing, international trade,
4 energy efficiency, sustainability, and disaster preparedness for
5 small businesses with the greatest potential for job retention and
6 creation.

7 (B) Providing expert business startup advising, including legal
8 requirements for starting a business and access to capital for small
9 businesses and entrepreneurs with the greatest potential to start
10 companies and provide jobs within California.

11 (C) Providing commercialization assistance to new and emerging
12 technology companies in the areas of business and financial plan
13 preparation, angel and venture capital presentation preparation,
14 funding strategies, product positioning, market launch strategies,
15 application for Small Business Innovation Research and Small
16 Business Technology Transfer federal grants, technology transfer
17 to and from research universities, intellectual property issues, and
18 strategic partnerships.

19 (D) Conducting regional and local workshops, seminars, and
20 conferences with local partners to meet the needs of small business
21 clients.

22 (E) Providing services to link small businesses to research and
23 development institutions for the purposes of transferring new
24 technology to a new or an expanding small business.

25 (F) Assisting with the commercialization of technology products
26 or services and with the preparation of raising funds.

27 (G) Providing assistance to high growth and highly scalable
28 businesses and entrepreneurs seeking angel and venture capital by
29 preparing and positioning them for funding.

30 (H) Coordinating with employee training and placement
31 programs.

32 (I) Providing market research and planning assistance to local,
33 regional, and statewide economic development partners, projects,
34 and collaborations.

35 (J) Gathering, analyzing, and maintaining information on the
36 economic impact of business assistance provided by the Small
37 Business Development Center and other organizations.

38 (2) The Administrative Lead Center is responsible for oversight,
39 management, and compliance of the Small Business Development

1 Centers in its geographic region, in accordance with state law and
2 the Small Business Act of Congress.

3 (3) In accordance with the Small Business Act of Congress, the
4 California Small Business Development Center Program is required
5 to provide a federal match of at least one-to-one with nonfederal
6 funds, and is thus authorized to receive grants, gifts, and other
7 sources of funds to support its mission.

8 (b) (1) The state recognizes that the Women’s Business Centers
9 may, pursuant to the Women’s Business Act of Congress, offer a
10 range of services, including, but not limited to:

11 (A) Offering financial assistance on how to prepare a loan
12 package and secure business credit from public and private lending.

13 (B) Providing marketing assistance, including how to increase
14 a business’s capacity to prepare and execute marketing plans;
15 developing pricing, packaging, and distribution strategies; and the
16 effective use of public relations, networking, and advertising
17 techniques.

18 (C) Offering export assistance in cooperation with the Small
19 Business Administration’s Office of International Trade, the United
20 States Department of Commerce, and other relevant federal
21 programs.

22 (D) Providing additional specialized assistance, including issues
23 related to home-based businesses, legal matters, accounting, rural
24 business, agribusiness, construction, child care, elder care,
25 manufacturing, procurement, web development, business expansion
26 and franchising, or international trade, business programs helpful
27 to veterans, people seeking to get off welfare, people with
28 disabilities, and other subcategories of issues concerning women
29 in business.

30 (2) In accordance with the Women’s Business Act of Congress,
31 the Women’s Business Center program is required to provide a
32 federal match of at least one-to-one with nonfederal funds, and is
33 thus authorized to receive grants, gifts, and other sources of funds
34 to support its mission.

35 (c) The state recognizes that the Veteran’s Business Center may,
36 pursuant to the Veteran’s Business Act of Congress, offer a range
37 of services, including, but not limited to:

38 (1) Providing statewide small business consulting and workshops
39 for veteran owners of small businesses and veterans wishing to
40 start a small business.

- 1 (2) Offering transitional housing, which offers a safe
2 environment where veterans are supported in their efforts to
3 overcome a variety of obstacles. The agency has up to 100
4 transitional beds in operation.
- 5 (3) Offering a network of services so veterans are connected to
6 employment and training programs, counseling, and legal services.
- 7 (4) Offering comprehensive employment placement services
8 by providing clients with job leads, resume preparation,
9 informational resources, and interview preparation.
- 10 (5) Operating a 22-bed alcohol/drug social recovery model
11 project established in 2005.
- 12 (d) The state recognizes that SCORE may, pursuant to the
13 SCORE Act of Congress, offer a range of services, including, but
14 not limited to:
 - 15 (1) Serving as counselors, advisors, and mentors to aspiring
16 entrepreneurs and business owners.
 - 17 (2) Offering online and in-person workshops on management,
18 marketing, e-commerce, selling your business, accessing capital,
19 and intellectual property.
- 20 (e) The state recognizes that the Procurement Technical
21 Assistance Centers may, pursuant to a Procurement Act of
22 Congress, offer a range of services, including, but not limited to:
 - 23 (1) Helping to determine business readiness for taking advantage
24 of government contracting opportunities.
 - 25 (2) Securing the registrations that are necessary to participate
26 in the government marketplace, including the United States
27 government’s System for Award Management (SAM), the Small
28 Business Administration’s Dynamic Small Business Search, and
29 other government vendor databases.
 - 30 (3) Obtaining key certifications to participate in the government
31 marketplace including Small Disadvantaged Business, 8(a)
32 Business Development Program, HUBzone, and other
33 certifications.
 - 34 (4) Identifying which government offices and individuals are
35 most likely to need a business’s products and best ways to connect
36 with them.
 - 37 (5) Researching government agency procurement histories.
 - 38 (6) Hosting “matchmaking” events, which provide critical
39 opportunities to connect with agency buying officers, prime

1 contractors, and other businesses that may offer teaming or
2 subcontracting opportunities.

3 (7) Identifying bid opportunities and understanding solicitation
4 packages.

5 63125. (a) On or before August 30 following any year that
6 state funds are appropriated to federal small business technical
7 assistance centers for the support of the California Small Business
8 Development Center Program or any of the other federal small
9 business technical assistance center programs, the State Chair of
10 the California Small Business Development Center Leadership
11 Council, or the contract lead for any of the other federal small
12 business technical assistance centers as defined in Section 63110,
13 shall provide a written report to the office consistent with the
14 requirements of this section.

15 (b) Each Administrative Lead Center and each of the other
16 federal small business technical assistance centers shall agree to
17 the reporting requirement in this section as a condition of receiving
18 state funds. As a further condition for receiving state funds, the
19 State Chair of the California Small Business Development Center
20 Leadership Council shall arrange to provide the office with access
21 to similar information, in both a similar timeframe and format,
22 that an Administrative Lead Center or any of the other federal
23 small business technical assistance centers may provide to the
24 federal Small Business Administration on client services and the
25 economic impact of the California Small Business Development
26 Center Program. Information provided to the office shall meet
27 applicable privacy standards and shall not disclose the name of an
28 individual business.

29 (c) A report prepared pursuant to subdivision (a) shall include,
30 but not be limited to, all of the following data:

31 (1) Number of businesses assisted.

32 (2) Number of employees employed by those businesses at the
33 time those businesses were assisted.

34 (3) Number of jobs created.

35 (4) Number of jobs retained.

36 (5) Estimated amount of state tax dollars generated from those
37 businesses.

38 (6) Industry sectors of the businesses assisted, as reported by
39 the assisted businesses.

1 (7) Increase in sales reported by businesses assisted as a result
2 of the program.

3 (8) The amount of capital infusion, in both debt and equity,
4 obtained by assisted businesses.

5 (9) Total amount of federal funds allocated to the region during
6 the reporting period.

7 (d) (1) The director or the contract lead for any of the other
8 small business technical assistance centers shall submit a copy of
9 the report required pursuant to subdivision (a) to the Legislature
10 in compliance with Section 9795 and post the report on the office's
11 Internet Web site no later than 30 days after the office receives the
12 report.

13 (2) This subdivision shall become inoperative on January 1,
14 2020, pursuant to Section 10231.5.

O