



Economic Development

Business Programs & Incentives

San Bernardino County
Economic Development Department
290 North D. Street, Suite 600
San Bernardino, Ca 92415
909.387.4460
SelectSBCounty.com

Revised December 2024



San Bernardino County

The Hub of Growth, Opportunity, and Endless Possibilities

San Bernardino County is the largest county in the United States—encompassing a total area of 20,105 square miles. Its vast borders stretch from the greater Los Angeles area to the Nevada border and the Colorado River.

The County is comprised of 24 cities and is home to more than two million residents. It is located at the heart of Southern California, an economy with access to 23 million people. Businesses benefit from immediate access to the coastal markets of Los Angeles, Orange, and San Diego counties.

San Bernardino County has long been celebrated as a hub of growth and opportunity. Businesses choosing to locate here benefit from an exceptional climate, world-class infrastructure, and an unparalleled quality of life. As one of the largest, most dynamic, and diverse regions in the nation, the County offers a perfect blend of work, living, and recreational opportunities across its 24 unique cities and towns.

Unlock Your Business Potential

The San Bernardino County Economic Development Department is your partner in business success. The department offers a variety of resources, including:

- Site Selection Assistance
- Project Facilitation
- Regulatory and Tax Assistance
- Market Analysis Assistance
- Labor Market Assistance
- Permitting Assistance

Business Incentives Overview



Economic Development connects businesses to a variety of federal, state, and local incentives. In addition, the County may negotiate additional incentives on a case-by-case basis depending on sales and purchasing volume by the business. Key incentives include:

Local Programs & Incentives

The Asociación de Emprendedor@s	6
The Entrepreneurial Resource Center	8
The Orange County Inland Empire Small Business Development Center	9
Workforce Development Programs	9

California Programs & Incentives

California Competes Tax Credit	10
California Employment Training Panel	11
California Hybrid and Zero-Emission Truck & Bus Voucher Incentive Program	12
California Manufacturing Technology Consulting	12
California Sales and Use Tax Exclusion	12
California Sales and Use Tax Exemption	13
California State Research and Development Tax Credit	13
California Veterans - CALVET	13
Film & TV Tax Credit Program	14
GO-Biz Permit Assistance	14
PACENation California Financing Initiatives	14
Recycling Market Development Zones	15
Southern California Edison	15

Federal Programs & Incentives

Available Hiring Credits	16
EB-5 Immigrant Investor Program	17
Export-Import Bank of the United States (EXIM)	18
Foreign Trade Zones	18
Procurement Technical Assistance Center	19
Qualified Opportunity Zone Program	19
U.S. Department of Agriculture (USDA) Rural Development Business Programs	20
U.S. Department of Commerce International Sales and Export Assistance	21

U.S. Small Business Administration (SBA) Programs & Loans

Community Advantage Small Business Lending Companies	22
504 Certified Development Company Loan Program	22
Small Business Administration Express Loan	23
Small Business Administration Micro Lenders	23
The 7(a) Loan Program	23

Local Programs & Incentives

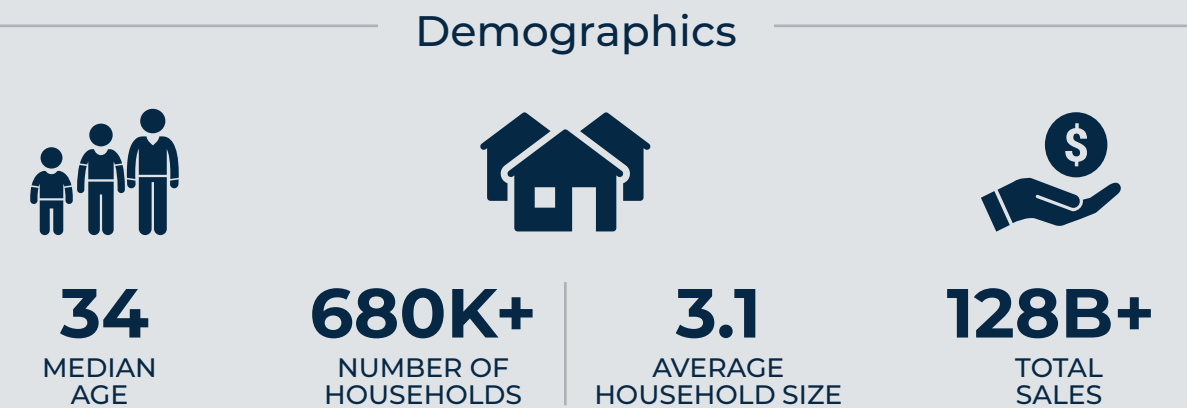
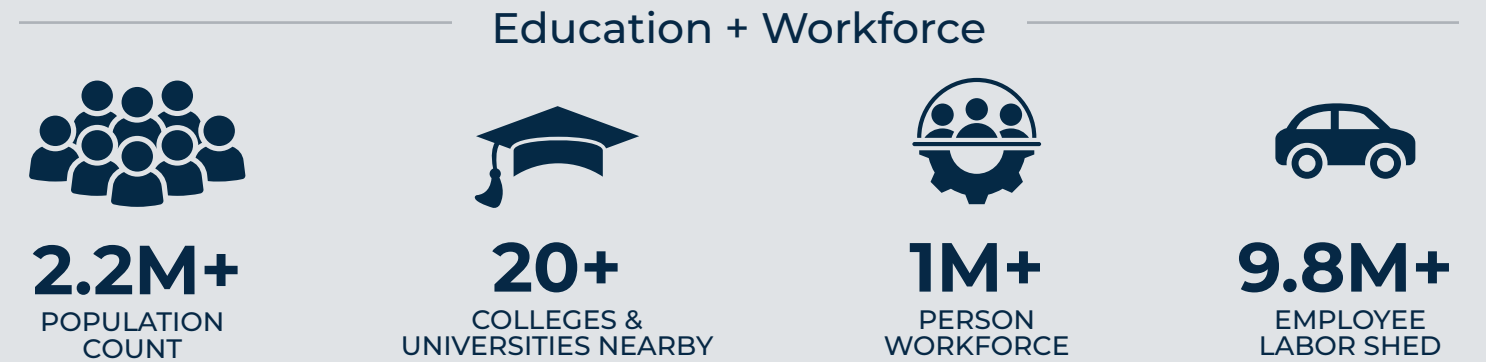
San Bernardino County Economic Development Department is dedicated to creating a thriving business environment by providing resources that meet the unique needs of local businesses. Leveraging an extensive network of non-governmental organizations and community-based organizations, the County connects businesses with a variety of local programs and incentives aimed at supporting growth, resilience, and community impact. From grants and funding to technical assistance and workforce development, these resources are designed to fuel success at every stage.

In the following section, explore the local programs and incentives available to San Bernardino County businesses, all tailored to strengthen our local economy and empower entrepreneurs to reach their highest potential.



At a Glance

San Bernardino County



Discover how the nation's largest county measures up demographically, economically, and fiscally against communities across California and beyond.

► The Asociación de Emprendedor@s

- The Asociación de Emprendedor@s is an eight-week course designed to support Hispanic entrepreneurs and microentrepreneurs in the U.S. The mission is to educate, motivate, empower, and develop Hispanic business owners, helping them achieve success in their enterprises.
 - **Program Overview:**
 - Two hours of weekly training over 8-weeks, covering essential topics like business planning, leadership, marketing, and financial fundamentals.
 - Each session connects participants with industry experts who guide them through the steps to launch and grow a small business.
 - Sessions are only conducted in Spanish.
 - **Selection Process:** Prospective participants go through an application and interview process to ensure alignment with their business goals.
- For more information, visit: www.asociaciondeemprendedores.org

Contact

San Bernardino County Economic Development Department
info@eda.sbcounty.gov | 909.387.4460

► The Entrepreneurial Resource Center

- The Entrepreneurial Resource Center (ERC), powered by California State University San Bernardino's Inland Empire Center for Entrepreneurship (IECE), serves as a dedicated hub for entrepreneurial and small business support in the Inland Southern California region. Located in downtown San Bernardino, the ERC is strategically positioned to provide accessible resources for business growth and development in San Bernardino County. At its core, the ERC offers both short- and long-term business counseling and training services through programs like the Orange County Inland Empire Small Business Development Center (OCIESBDC) and the Inland Empire Women's Business Center (IEWBC). These programs are designed to assist business owners at every stage of development, from startup to growth.
- **Core Services include:**
 - **Business Counseling and Guidance:** Receive expert advice and personalized counseling to help launch, grow, or improve your business.
 - **Workshops and Training:** Access hands-on training programs and workshops covering essential topics like licensing, permitting, marketing, and financial planning.
 - **Funding and Grant Support:** Learn about opportunities for accessing capital, including grants and funding options, to meet your business needs.
 - **Diverse Entrepreneurial Support:** Tailored resources are available for minority, women, and veteran entrepreneurs to foster inclusivity and equitable growth.
 - **Networking and Collaboration Opportunities:** Connect with other entrepreneurs and resource organizations to build valuable partnerships and grow your business network.
- For more information visit: www.entre.csusb.edu/content/ERCSB
- For more information on the Inland Empire Women's Business Center, visit: www.iewbc.org

Contact

San Bernardino County Economic Development Department
info@eda.sbcounty.gov | 909.387.4460

Entrepreneurial Resource Center
330 N. D St, 5th Floor
San Bernardino, CA 92401
909.983.5005

Inland Empire Women's Business Center
330 N. D St, 5th Floor
San Bernardino, CA 92401
833.939.3709

► The Orange County Inland Empire Small Business Development Center

- With a network of over 100 business owners and industry experts, the Orange County Inland Empire Small Business Development Center (OCIESBDC) Network provides no-cost support to entrepreneurs in Orange, Riverside, and San Bernardino counties. Services include:
 - **Consulting:** Confidential, one-on-one business consulting covering areas like planning, marketing, lease negotiations, and government contracting.
 - **Training:** An array of learning opportunities, from webinars to specialized cohort programs, led by industry experts.
 - **Capital Assistance:** Financial consultants help business owners explore financing options and connect with trusted lenders.
 - **Resources:** Access to valuable tools and connections, from hiring subsidies and HR support to market research and government contacts.
- For more information visit: www.ociesmallbusiness.org

Contact

San Bernardino County Economic Development Department
info@eda.sbcounty.gov | 909.387.4460

► Workforce Development Programs

The San Bernardino County Workforce Development Department provides robust incentives to support businesses in the County. Recruiting, retaining, and investing in a high-quality workforce can often be the most significant expense for businesses. To help with these challenges, the department offers the following services:

- **Strategic Talent Recruitment:** Tailored job promotions, candidate screening, and collaborative job fairs ensure companies connect with skilled local talent, leveraging partners across the San Bernardino County.
- **Generous Tax Incentives:** Through the Federal Work Opportunity Tax Credit and Welfare-to-Work Tax Credit programs, employers can receive up to \$9,600 per new qualified hire, boosting savings significantly.
- **Training Support:** Employers are reimbursed 50% of wages for training eligible new hires through On-the-Job Training.
- **Expert HR Assistance:** Free access to an HR consulting Hotline, layoff prevention resources, and workshops on essential business topics (e.g., leadership and marketing).
- For more information, visit: www.workforce.sbcounty.gov/business-services/services-offered



California Programs & Incentives

California is committed to fostering a vibrant business ecosystem that supports innovation, sustainability, and economic growth. The state offers a robust selection of programs and incentives designed to help businesses of all sizes thrive—from tax breaks and grants to workforce development initiatives and green energy incentives. These resources reflect California's dedication to nurturing industries that drive job creation, sustainability, and long-term prosperity.

The following section outlines key California state programs and incentives that businesses can tap into to enhance their operations, boost productivity, and contribute to the state's dynamic economy. Explore these opportunities to find support tailored to California's diverse and ambitious business landscape.



► California Competes Tax Credit

- Income tax credit available to businesses that want to locate in California or stay and grow in California.
- Tax credit agreements negotiated by the Governor's Office of Business and Economic Development (GO-Biz) and approved by a newly created "California Competes Tax Credit Committee," consisting of the State Treasurer, the Director of the Department of Finance, the Director of Go-Biz, and one appointee each by the Speaker of the Assembly and Senate Committee on Rules.
- All applications must be submitted on-line at www.calcompetes.ca.gov

Contact

Melissa Howlett

Regional Business Development Specialist-Inland Empire & Southern Borders
GO-Biz
California Business Investment Services (CalBIS)
Melissa.Howlett@gobiz.ca.gov | 916.396.3626

► California Employment Training Panel

- Program provides funding to employers to assist in upgrading the skills of their workers through training that leads to good paying, long-term jobs.
- Businesses determine their own training needs and how to provide training.
- Employers must provide proof that training hours have been completed and trainees have been retrained in well-paying jobs for a specific period at a specified wage before the California Employment Training Panel (ETP) reimburses payment.
- For more information, visit: www.etp.ca.gov

Contact

Robert Meyer

Director of Economic Development
ETP
Robert.Meyer@etp.ca.gov | 916.327.4391

Rebecca Eusey

Regional Development Analyst
ETP
Rebecca.Eusey@etp.ca.gov | 619.537.9141

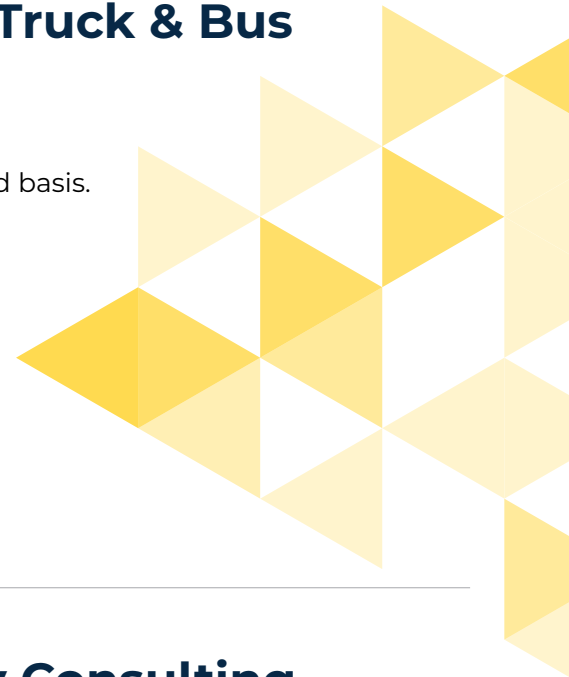
► California Hybrid and Zero-Emission Truck & Bus Voucher Incentive Project

- For the purchase of eligible new hybrid or electric trucks.
- Vouchers ranging from \$8,000 to \$45,000 on a first-come, first-served basis.
- For more information, visit: californiahvip.org
- Administration handled by: CALSTART | www.calstart.org

Contact

Californiahvip
info@californiahvip.org

Tarah Campi
HVIP Deputy Director, CALSTART
tcampi@calstart.org | 626.744.5628



► California Manufacturing Technology Consulting

- Mission is to create solutions for the improvement of customers' performance by fostering innovation and sharing knowledge.
- California Manufacturing Technology Consulting (CMTC) offers manufacturing services and solutions for all types and sizes of industries.
- For more information, visit: www.cmtc.com

Contact

Rocio Leon
Manager
CMTC - Inland Empire Region; Riverside & San Bernardino Counties
Leon@cmtc.com | 310.984.9892

► California Sales and Use Tax Exclusion

- The California Sales and Use Tax Exclusion (STE) Program is currently authorized through 2025.
- The program is through the California Alternative Energy and Advanced Transportation Financing Authority (CAEATFA).
- Provides a sales and use tax exclusion for advanced manufacturers and manufacturers of alternative source and advanced transportation products, components or systems.
- For more information, visit: www.treasurer.ca.gov/caeatfa/ste or call CAEATFA at 916.651.8157

Contact

Stefani Wilde
STE Analyst
CAEATFA
SWilde@treasurer.ca.gov | 916.653.2635

► California Sales and Use Tax Exemption

- Applies to purchases made on or after July 1, 2014 until July 1, 2030.
- Statewide sales tax exemption (3.93%) of the state sales tax up to \$200 million of certain manufacturing and research and development equipment including certain building improvements.
- Available to manufacturers (NAICS Codes 3111-3399) and certain biotechnology, physical engineering, and life sciences companies conducting research and development (NAICS Codes 541711 and 541712).
- For more information, visit: www.cdtfa.ca.gov/industry/manufacturing-exemptions

Contact

Lance Christiansen
Information Officer
Lance.Christiansen@cdfaca.gov | 951.880.2117

► California State Research and Development Tax Credit

- Companies may receive a 15% credit against their bank and corporation tax liability for qualified in-house research expenses, and a 24% credit for basic research payments to outside organizations.
- Qualified research expenses generally include: wages, supplies, and contract research costs.
- Research must be conducted within California and include basic or applied research of scientific inquiry, original investigation, or improved function of a business component.
- For more information, visit: www.ftb.ca.gov/file/business/credits/california-research

Contact

Robert Schlie
Specialized Technical Services Section-TRSB
California Franchise Tax Board
Bob.Schlie@ftb.ca.gov | 916.845.5476

► California Veterans - CALVET

- Returning veterans present a strategic hiring advantage.
- Coupled with various federal incentive programs, stemming from The Veterans Opportunity to Work to Hire Heroes Act, firms that hire veterans may be eligible for various tax credits.
- Veterans wanting to start or grow their businesses have various resources available to aid them in the process, such as business consulting.
- For more information on hiring a veteran, visit: www.benefits.va.gov/VOW/for-employers.asp
- For more information on CALVET benefits visit: www.calvet.ca.gov/veteran-services-benefits/advocacy-assistance
- For additional resources for Veterans, visit Small Business Association Veterans Business Outreach Center (VBOC) at www.socalvboc.org. The program provides entrepreneurial development services such as Boots to Business/Reboot, counseling, and referrals for eligible Veterans owning or considering starting a small business.

► Film & TV Tax Credit Program 3.0

- The California Film Commission administers the Film & Television Tax Credit Program 3.0 which provides tax credits based on qualified expenditures for eligible productions that are produced in California. The \$1.55 billion program runs for 5 years, with a sunset date of June 30, 2025*. Each fiscal year – July 1 to June 30 – the \$330-million funding is categorized in: TV Projects, Relocating TV, Indie Features, and Non-Indie Features.
- For more information, visit: www.film.ca.gov/tax-credit

Contact

California Film Commission
filmca@film.ca.gov | 323.860.2960 or 800.858.4749

► GO-Biz Permit Assistance

- The Governor's Office of Business and Economic Development (GO-Biz) provides comprehensive permit assistance and regulatory compliance statewide to all businesses in California by serving as the central source of permit guidance.
- For more information on GO-Biz: www.business.ca.gov
- For more information on online permit assistance, including a list of required federal, state, and local permits, as well as webpage links, addresses, application forms, and phone numbers, visit: www.calgold.ca.gov

Contact

Lilian Conroe
Senior Permit Specialist - Southern California
GO-Biz
California Business Investment Services (CalBIS)
Lilian.Conroe@gobiz.ca.gov | 323.817.4126

► PACENation California Financing Initiatives

California Economic Development Authority (CEDA)

- Issues multi-jurisdictional bonds to attract private capital for Property Assessed Clean Energy (PACE)-qualified improvements.
- Enables property owners to amortize payments for eligible improvements for up to 25 years for Commercial PACE.
- For more information, visit: www.ceda.ca.gov/pace

California Statewide Communities Development Authority (CSCDA)

- Enables residential and commercial property owners to finance energy efficiency, renewable energy, water conservation and seismic improvements.
- For more information, visit: www.cscda.org/property-assessed-clean-energy-programs
- For more information on all CA programs: www.pacenation.org/pace-programs

► Recycling Market Development Zones

- Recycling Market Development Zones (RMDZs) combine recycling with economic development to support businesses that manufacture goods using recycled materials and divert waste from landfills.
- San Bernardino County has four (4) RMDZs that include most industrial and commercial land uses in the County.
- The program provides attractive loans, technical assistance, and free product marketing to businesses that manufacture their products in a zone.
- For more information on funding, including grants, payments, and loans, visit: www.calrecycle.ca.gov/Funding
- For more information on the Recycling Market Development Revolving Loan Program, visit: www.calrecycle.ca.gov/RMDZ/Loans

Contact

Matt Hickey
Economic Development Coordinator III
San Bernardino County Economic Development Department
Matt.Hickey@eda.sbcounty.gov | 909.387.4395

► Southern California Edison

- Economic Development Services Project Managers provide one-on-one, specialized consulting services
- Incentive programs such as demand response, energy efficiency, on-bill financing available to reduce operational costs.
- Economic Development Rate (EDR) – 12% discount.
- EDR program is accessible until either the 200 MW is met or the day before SCE's 2018 GRC Phase 2 rates are applied.
- For more information, visit: www.sce.com/business/consulting-services/economic-development

Contact

Troy Nguyen
Economic Development Services - Riverside & San Bernardino Counties
Southern California Edison
Troy.Nguyen@sce.com | 714 934 0825

Federal Programs & Incentives

In today's competitive business environment, accessing the right resources can be essential for growth and innovation. The federal government offers a variety of programs and incentives to support businesses at every stage, from tax credits and grants to low-interest loans and specialized training. These initiatives are designed to drive growth, promote job creation, and strengthen economic resilience across industries.

The following section provides a comprehensive list of federal programs and incentives available to businesses, helping them find the support needed to reach new milestones and build a prosperous future.

► Available Hiring Credits

Work Opportunity Tax Credit (WOTC)

- Authorized through December 31st, 2025. Offers a general business credit to employers who hire individuals from certain targeted groups who have faced significant barriers to employment.
- For more information, visit: www.irs.gov/businesses/small-businesses-self-employed/work-opportunity-tax-credit

New Employment Tax Credit (NEC)

- Authorized through January 1st, 2026, this credit is for employers that hire qualified full-time employees under certain criteria. Both the business and the employee must meet specific sets of criteria to apply.
- For more information, visit: www.ftb.ca.gov/file/business/credits/new-employment-credit/index.html

Homeless Hiring Tax Credit (HHTC)

- Authorized through December 31st, 2026, this tax credit gives employers anywhere from \$2,500-\$10,000 in tax credit per eligible employee determined by a specific set of criteria
- For more information, visit: www.ftb.ca.gov/file/business/credits/homeless-hiring-tax-credit/index.html

► EB-5 Immigrant Investor Program

- Foreign nationals are eligible to receive permanent resident status for qualifying investments of at least \$1 million into a new commercial enterprise or real estate. The investment capital must also create or preserve at least 10 full-time qualifying employees.
- Qualified investment is reduced to \$800,000 in Targeted Employment Areas (TEA).
- Although a federal program, the Economic Development Department can assist businesses in identifying or certifying TEAs and connecting with certified regional centers to streamline financing and visa processing.
- EB-5 should be considered as an alternative source of capital for businesses.

Contact

Ana Ambriz

Executive Administrative Assistant
San Bernardino County Economic Development Department
Ana.Ambriz@eda.sbcounty.gov | 909.387.4460

► The Export-Import Bank of the United States

- The Export-Import Bank of the United States (EXIM) is the official export credit agency of the United States. EXIM is an independent Executive Branch agency with a mission of supporting American jobs by facilitating the export of U.S. goods and services. When private sector lenders are unable or unwilling to provide financing, EXIM fills in the gap for American businesses by equipping them with the financing tools necessary to compete for global sales. EXIM offers several export finance solutions, including:
 - **Nonpayment Protection:** EXIM export credit insurance provides payment coverage for both commercial and political risks (up to 95 percent). Local businesses can count on EXIM to protect their export sales to a single buyer or its entire foreign portfolio.
 - **Extend Credit:** The insurance also empowers exporters to offer competitive “open account” terms to its buyers instead of requiring them to pay cash-in-advance, use credit cards, or secure letters of credit.
 - **Working Capital:** An EXIM guaranteed credit line provides the vital funds local businesses need to fulfill their new sales orders. These funds can be used to purchase finished products, raw materials, and equipment as well as cover labor and overhead costs. This credit line may even cover standby letters of credit used as performance or bid bonds.
 - **Term Financing:** EXIM’s 100 percent loan guarantees give lenders the assurance to provide loans to foreign buyers. With this support, the buyer can typically obtain lower interest rates and longer repayment terms to buy U.S. capital goods and services.

Contact

Paul Duncan

Regional Director EXIM
Southern California Office
Paul.Duncan@exim.gov | 949.670.5394

Sandra Donzella

Deputy Managing Director
Western Regional Office
Sandra.Donzella@exim.gov | 858.467.7035

► Foreign Trade Zone

- Secured areas legally outside of U.S. customs territory usually located in or near a customs point of entry.
- Foreign Trade Zones (FTZs) allow entry of foreign or domestic merchandise without formal customs entry or government excise taxes.
- Merchandise entering a zone may be stored, tested, sampled, relabeled, repackaged, displayed, repaired, manipulated, mixed, cleaned, assembled, manufactured, salvaged, destroyed or processed duty free until transferred from the zone.
- The majority of San Bernardino County falls within a FTZ area or sub-area.
- For more information, visit: www.trade.gov/foreign-trade-zones-board

Contact

Qahira El-Amin

U.S. FTZ Staff, Western Region
Qahira.El-Amin@trade.gov | 858.467.7035

Mechelle Smothers

FTZ-50 Administrator
Port of Long Beach (Grantee)
FTZ50@polb.com | 562.283.7774

Marcel VanDijk

Marketing Manager
Port of Los Angeles (Grantee)
mvandijk@portla.org | 310.732.3845

► Procurement Technical Assistance Center

- The Procurement Technical Assistance Center (PTAC) is a non-profit procurement resource center funded by the Department of Defense and hosted by Riverside Community College District (RCCD). Serving San Bernardino County businesses since 1996 they offer entirely free services, helping businesses who are working to market their products and/or services to the government on a local, state, and federal level.
- Free services include:
 - Contracting Assistance
 - One-on-One Counseling
 - Workshops & Webinars
 - Networking
- Offers access to several high-quality networking events where you can create connections with other local business owners and even meet with contracting officers face-to-face.
- For more information or to schedule a procurement counseling appointment visit: wed.rccd.edu/apex.html or www.ieapex.org

Contact

Valorie Piper
Director
IE APEX Accelerators
IEAPEXAccelerator@rccd.edu | 951.222.8887 or 951.222.8938

► Qualified Opportunity Zone Program

- The Tax Cuts and Jobs Act (TCJA) established the Qualified Opportunity Zones (QOZ) program to encourage investment in economically distressed communities.
- The program offers preferential capital gains treatment for investments made within designated low-income census tracts.
- Investors benefit from a temporary deferral of capital gains taxes when those gains are reinvested in a Qualified Opportunity Fund (QOF) within 180 days of realization.
- A 10% step-up in basis is available for capital gains reinvested in a QOF and held for at least five years.
- For investments held for seven years, the basis increases by an additional 5%, allowing investors to exclude up to 15% of the reinvested capital gains from taxable income.
- After 10 years, QOF investors can permanently exclude from taxation any capital gains earned from their investment in the fund.

Contact

Ryan Niesen

Economic Development Manager
San Bernardino County Economic Development Department
Ryan.Niesen@eda.sbcounty.gov | 909.387.4552

► U.S. Department of Agriculture Rural Development Business Programs

- U.S. Department of Agriculture (USDA) Rural Development Business Programs provide financial backing and technical assistance to stimulate business creation and growth. The 19 programs work through partnerships with public and private community based organizations and financial institutions to provide financial assistance, business development, and technical assistance to rural businesses. These programs help to provide capital, equipment, space, job training, and entrepreneurial skills that can help to start and/or grow a business. Business Programs also support the creation and preservation of quality jobs in rural areas. Notable programs include:
 - **Business and Industry Loan Guarantees (B&I):** This program offers loan guarantees to lenders for their loans to rural businesses.
 - **Intermediary Relending Program (IRP):** This program provides 1 percent low-interest loans to local lenders or “intermediaries” that re-lend to businesses to improve economic conditions and create jobs in rural communities.
 - **Rural Business Development Grants (RBDG):** This program is designed to provide technical assistance and training for small rural businesses. Small means that the business has fewer than 50 new workers and less than \$1 million in gross revenue.
 - **Rural Business Investment Program (RBIP):** This program provides a Rural Business Investment Company (RBIC) license to newly formed developmental capital organizations to help meet the equity capital investment needs in rural communities.
 - **Rural Economic Development Loan and Grant (REDLG):** The Rural Economic Development Loan and Grant programs provide funding for rural projects through local utility organizations. USDA provides zero-interest loans to local utilities which they, in turn, pass through to local businesses (ultimate recipients) for projects that will create and retain employment in rural areas.
 - **Rural Microentrepreneur Assistance Program (RMAP):** It provides loans and grants to Microenterprise Development Organizations (MDOs) to:
 - To help microenterprises startup and growth through a Rural Microloan Revolving Fund.
 - Provide training and technical assistance to microloan borrowers and micro entrepreneurs.
- For more information, visit: www.rd.usda.gov/programs-services/business-programs

Contact

Maria Gallegos Herrera
State Director for California
USDA Rural Development, State Office
530.792.5800

Teon Gore
Loan Specialist
Rural Development
Teon.Gore@usda.gov | 951.656.6800

► U.S. Department of Commerce International Sales and Export Assistance

The U.S. Commercial Service is the trade promotion arm of the U.S. Department of Commerce's International Trade Administration. The mission of the U.S. Commercial Service is to increase U.S. exports, enhance job creation, strengthen national security, promote and protect U.S. commercial interests abroad, and deliver customized solutions to ensure that U.S. businesses compete and win in the global marketplace. They provide export assistance to U.S. companies that manufacture goods and/or provide services of at least 51% U.S. content.

- **International Trade Counseling** to help U.S. exporters develop effective market entry and sales strategies, understand export documentation requirements and foreign import regulations, and navigate through export controls, compliance, and trade financing options.
- **Business Matchmaking** to connect U.S. exporters with pre-screened potential international business partners (e.g. distributors, importers, etc.) Programs and services available to promote your product or service to prospective buyers at trade events worldwide and connect you with industry and government decision makers.
- **Market Intelligence** to support U.S. exporters with analysis of international market potential, competitors, distribution channels, regulations, and other important factors to consider when identifying target markets. Ability to also conduct background checks on potential buyers and distributors.
- **Customized Services** to meet the unique needs of U.S. exporters as they develop their international sales and pursue doing business in foreign markets.
- **Trade Finance** options to provide you with solutions to your export financing and non-payment risk mitigation needs.
- For more information on how the U.S. Department of Commerce International Sales and Export Assistance can help your company develop international sales and export strategies, please call their Inland Empire office at (909) 390-8283. For a full list of services and fees, visit: www.trade.gov/us-commercial-service-user-fees



The U.S. Small Business Administration (SBA) Programs & Loans

► Community Advantage Small Business Lending Companies

- Community Advantage Small Business Lending Companies (CA SBLCs) are mission-oriented and primarily non-profit financial intermediaries.
- CA SBLCs focus on making loans of up to \$350,000 to small businesses in underserved markets which includes:
 1. Businesses located in:
 - Low-to-Moderate Income (LMI) communities;
 - Empowerment Zones and Enterprise Communities (EZ/EC);
 - Historically Underutilized Business Zones (HUBZones);
 - Promise Zones;
 - Opportunity Zones; or
 - Rural Areas;
 2. New businesses (those in operation for less than two years).
 3. Businesses that are 51 percent or more owned and controlled by one or more Veterans; and
 4. Businesses where more than 50% of the full-time workforce is low-income or resides in LMI census tracts.
- For more information, visit: www.sba.gov/document/support-community-advantage-small-business-lending-companies-ca-sblcs

► 504 Certified Development Company Loan Program

- If you do not qualify for traditional financing, but you would like to purchase land or heavy equipment, or buy/renovate real estate for your business, ask about the 504 Certified Development Company Loan Program.
 - **Max Loan Amount (up to 40% of the total project):** up to \$5 million; \$5.5 million for manufacturing or energy public policy projects.
 - **Interest rate:** Below market fixed rates for 10 or 20 year terms.
 - **Terms:** 20 years for real estate or long term equipment; 10 years for general machinery and equipment.
 - **Guarantee:** The SBA lender provides a senior loan for 50% of the project cost.
 - **Special condition:** A minimum borrower contribution or down payment is required; amounts vary by project but are usually 10%.
- For more information, visit: www.sba.gov/funding-programs/loans/504-loans

Contact

Orange County/Inland Empire District

OCIEDO-DSUP@sba.gov | 714.550.7420

For more information visit www.sba.gov/district/orange-county-inland-empire

► Small Business Administration Express Loan

- Small Loan delivered by experienced lenders that are authorized to make the credit decision for SBA.
 - **Max loan amount:** \$500,000.
 - **Interest rate:** Lenders and borrowers can negotiate the interest rate, but it may not exceed the SBA Maximum.
 - **Terms:** Loan terms varies according to the purpose of the loan.
- For more information, visit: www.sba.gov/partners/lenders/7a-loan-program/types-7a-loans#id-sba-express

Contact

Inland Empire Small Business Development Center

The IESBDC consulting services are offered at no cost to clients through partial funding from the U.S. SBA. For more information visit www.ociesmallbusiness.org

► Small Business Administration Micro Lenders

- Entrepreneurs can borrow from \$500 to \$50,000 and access free business counseling from SBA Micro lenders.
 - **Interest rate:** Loan less than \$10,000, lenders cost +8.5%; loans \$10,000 and greater, lender cost +7.75%.
 - **Terms:** Lender negotiated, no early payoff.
- For more information, visit: www.sba.gov/partners/lenders/microloan-program/list-lenders

► The 7(a) Loan Program

- The 7(a) loan program is SBA's primary program for providing financial assistance to small businesses.
- Offers reasonable rates and terms.
- Use the loan to purchase real estate, equipment, working capital or inventory for your small business.
- Loan proceeds may also be used to refinance business debt or purchase a small business.
 - **Max loan amount:** \$5 million.
 - **Interest rate:** Generally prime + a reasonable rate capped at 2.75%.
 - **Terms:**
 - Loan term varies according to the purpose of the loan, generally up to 25 years for real estate
 - 10 years for other fixed assets and working capital.
 - **Guarantee:** 50 to 90%.
- For more information, visit: www.sba.gov/partners/lenders/7a-loan-program



Economic Development

Board of Supervisors



Col. Paul Cook (Ret.)
Vice Chairman, First District



Jesse Armendarez
Second District



Dawn Rowe
Chairman, Third District



Curt Hagman
Fourth District



Joe Baca, Jr.
Fifth District

Luther Snoke
Chief Executive Officer