



**Contra
Costa
County**

To: Board of Supervisors

From: Kathy Gallagher, Employment & Human Services Director

Date: October 18, 2016

Subject: US Bank Foundation Grant funding

RECOMMENDATION(S):

APPROVE and AUTHORIZE the Employment and Human Services Director, or designee, on behalf of the Workforce Development Board, Small Business Development Center, to apply for and accept grant funding from the US Bank Foundation in amount not to exceed \$10,000 for advice and training of aspiring mid-to-low income entrepreneurs for the period November 1, 2016 through October 31, 2017.

FISCAL IMPACT:

County to receive an amount not to exceed \$10,000 from the US Bank Foundation grant. (No County match).

BACKGROUND:

The shortage of job placement and small business development services makes programs like those of the Small Business Development Center (SBDC), which collaborates with Chamber and City staff throughout the County, essential. This grant funding and support will be leveraged across the County, with a focus on Antioch and the approximate 75% of the SBDC client base self-identified as low-to-moderate income. The SBDC programs are dedicated to capital development, targeting those with the highest barriers to employment,

☒ APPROVE

☐ OTHER

☒ RECOMMENDATION OF CNTY ADMINISTRATOR

☐ RECOMMENDATION OF BOARD COMMITTEE

Action of Board On: **10/18/2016** ☒ APPROVED AS RECOMMENDED ☐ OTHER

Clerks Notes:

VOTE OF SUPERVISORS

AYE: John Gioia, District I Supervisor
Candace Andersen, District II Supervisor
Mary N. Piepho, District III Supervisor
Karen Mitchoff, District IV Supervisor
Federal D. Glover, District V Supervisor

I hereby certify that this is a true and correct copy of an action taken and entered on the minutes of the Board of Supervisors on the date shown.

ATTESTED: October 18, 2016

David Twa, County Administrator and Clerk of the Board of Supervisors

By: June McHuen, Deputy

Contact: Elaine Burres,
313-1717

cc:

including veterans, recently incarcerated, those

BACKGROUND: (CONT'D)

with physical and psychological disabilities as well as at risk youth.

Small business and entrepreneurship is a strong option for many with barriers to employment. Unfortunately, many with an interest often do not have the experience of running organizations or the training necessary to successfully start and grow an enterprise. The enormous risk of failure of new business ventures is common knowledge. By some estimates, 80-90% of new businesses will fail in the first three years. Research from the U. S. Small Business Administration, however, confirms that those entrepreneurs who receive training and technical assistance while starting a business are four times as likely to succeed as those who proceed without training.

The SBDC is an effective solution to the challenge of economic and self-sustainability. SBDC assist the business training and start up process, and supports business growth with training, creating, and retaining jobs.

CONSEQUENCE OF NEGATIVE ACTION:

Without funding, training services from the Small Business Development Center to mid-to-low income entrepreneurs would be curtailed.

CHILDREN'S IMPACT STATEMENT:

Not applicable.