



# COUNTY OF EL DORADO, CALIFORNIA

## BOARD OF SUPERVISORS POLICY

Subject:  STARTUP AND ENTREPRENEUR TECHNICAL ASSISTANCE PROGRAM	Policy Number:  J-9	Page Number:  1 of 3
	Originally Adopted 03/14/2023	Last Revised Date: N/A

### I. PURPOSE

The Board of Supervisors adopted a Countywide Strategic Plan in 2016 with the following Mission: *El Dorado County government shall provide efficient, courteous, and effective services and infrastructure for safety, protection, and well-being of our residents, businesses and visitors.*

The Strategic Plan includes five Goals: Good Governance; Healthy Communities; Infrastructure; Public Safety; and Economic Development. The definition of the Economic Development Goal is to *Enable a Prosperous and Vibrant Economy*. Effective Economic Development provides the foundation for the success of all elements within the Plan.

The Economic Development Element of the County General Plan, adopted by the Board of Supervisors on July 19, 2004, includes policies to encourage economic development, including the development of incentives, as specified in Objective 10.1.5.

In support of the General Plan, on April 19, 2016, the Board adopted Policy J-7 – Economic Development Incentives. Section 2(B)(3) of Policy J-7 refers to the Deferral/Reduction of Permit or Impact Fees.

The purpose of this Policy is to:

- A. Provide funding for the technical assistance to El Dorado County Startups and Entrepreneurs applying to enroll in regional or local accelerator/incubator programs.
  - a **Incubator:** *A program that supports early-stage startup companies convert their ideas into a business model and eventually into a working business. Incubators traditionally don't provide funding to the startups.*
  - b **Accelerator:** *An organization that helps develop startups by providing structured guidance, mentorship, access to investors and other support. Accelerators help young startups and businesses scale their growth while testing and validating product market fit.*
- B. Identify local startups and entrepreneurs in the sectors of innovation, intellectual property (IP) technology, technology-enabled high-growth businesses, or similar sectors.
- C. Establish a formalized procedure and transparent review of technical assistance applications and determine, with the help of regional partners, the viability of the business.
- D. Ensure any and all incentives offered to businesses in El Dorado County benefit the goals of the County.



# COUNTY OF EL DORADO, CALIFORNIA

## BOARD OF SUPERVISORS POLICY

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	Originally Adopted 03/14/2023	Last Revised Date: N/A

### II. POLICY

A. It is to the benefit of the County to incentivize all types of business development. Localized business development offers prosperity to our citizens through the creation of new jobs; reduced commute times; improved quality of life; and assured tax base to provide service needs for existing and future residents of the County.

B. Targeted Business Sectors

The primary focus for technical assistance incentives will be on business sectors that generate high economic impact through job creation, high wage offerings, large capital investments, high export value, or that provide a variety of employment opportunities for County residents, with priority given to existing businesses seeking to expand and remain in the County.

Examples of these sectors include, but are not limited to:

1. Advanced Manufacturing & Technology
2. Research & Development
3. Alternative Energy / Green Technology
4. Health & Wellness
5. High-Value Startups and Entrepreneurs (Innovative/Intellectual Property (IP) driven technical businesses).

### III. PROCEDURE

1. An Application (Attachment A) to request technical assistance incentives shall be submitted by the business to the Economic Development Office to initiate the review process. Applications will be reviewed upon submittal during the open period when funds are available.
2. The Economic and Business Relations Manager will consult with appropriate Department Heads including but not limited to the Chief Administrative Officer, Auditor-Controller, Planning and Building Director, County Counsel, and Economic Development Staff, or designees, on a project-by-project basis to review submitted applications and assess the award of incentives.
3. The Economic and Business Relations Manager reserves the right to request supplemental analysis and documentation from the developer/business, as determined necessary, to make a decision on the appropriateness and/or amount of the incentive award.



# COUNTY OF EL DORADO, CALIFORNIA

## BOARD OF SUPERVISORS POLICY

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	Originally Adopted 03/14/2023	Last Revised Date: N/A

4. Upon receipt of the recommendation of Economic and Business Relations Manager, the Chief Administrative Officer shall determine if the project will provide a significant community benefit by providing prosperity to the County through the creation of local jobs and/or tax base, including a statement of value, or projected return on investment, from the recipient of the incentive.
5. The Board of Supervisors will be the ultimate deciding authority of awarding funds upon review of the application and presentation to the Board regarding the business and potential impacts to the County.
6. Upon the incubator or accelerator's approval of the technical assistance incentive, and after approval of the Board of Supervisors, the County Chief Administrative Officer and the recipient shall execute an agreement setting forth the terms and conditions of the award.
7. The Chief Administrative Officer shall report the award of the Technical Assistance incentive to the Board of Supervisors as soon as practicable.
8. Issuance of funds to the Accelerator/Incubator will occur within six months of formal acceptance into a program/cohort and post execution of an agreement.

#### IV. REFERENCES

Countywide Strategic Plan (2016); County General Plan (2004) – Economic Development Element Objective 10.1.5; Board Policy B-3, B-14, J-2, and J-7.

#### V. RESPONSIBLE DEPARTMENT

Chief Administrative Office  
Auditor-Controller  
County Counsel  
Planning and Building  
Assessor



COUNTY OF EL DORADO, CALIFORNIA  
BOARD OF SUPERVISORS POLICY

VI. DATES ISSUED, REVISED AND REVIEW DATES:

<b>Originally Adopted:</b>	03/14/2023		
<b>Last Revision Date:</b>	N/A	<b>Next Review Date:</b>	03/31/2027