



CONTRA COSTA COUNTY

AGENDA

Economic Development Committee

Supervisor Diane Burgis, Chair

Supervisor Candace Andersen, Vice Chair

Monday, October 6, 2025

10:30 AM

**3361 Walnut Boulevard, Suite 140,
Brentwood, CA 94513 |**

309 Diablo Road, Danville, CA 94526

ZOOM LINK

<https://cccounty-us.zoom.us/j/88506560273> |

Call in: 888 278 0254 US Toll-free Access code: 841892

The public may attend this meeting in person at either above location. The public may also attend this meeting remotely via Zoom or call-in.

Agenda Items: Items may be taken out of order based on the business of the day and preference of the Committee.

1. Introductions
2. Public comment on any item under the jurisdiction of the Committee and not on this agenda (speakers may be limited to two (2) minutes).
3. REVIEW and APPROVE meeting record from August 7, 2025 [25-4024](#)
Attachments: [DRAFT Economic Development Committee 08.07.25](#)
4. RECEIVE presentation on the Northern Waterfront Priority Production Areas Project (Joanna Jansen, Placeworks) [25-4025](#)
Attachments: [County EDC project intro 100625](#)
5. RECEIVE report from and/or PROVIDE direction to staff regarding County economic development work program [25-4026](#)
Attachments: [Meet the Consultants 2025 Forum - Registration is OPEN](#)
[E-Contractor Academy Email](#)
6. The next meeting is currently scheduled for December 1, 2025
7. Adjourn

General Information

This meeting provides reasonable accommodations for persons with disabilities planning to attend a the meetings. Contact the staff person listed below at least 72 hours before the meeting. Any disclosable public records related to an open session item on a regular meeting agenda and distributed by the County to a majority of members of the Committee less than 96 hours prior to that meeting are available for public inspection at 1025 Escobar St., 4th Floor, Martinez, during normal business hours. Staff reports related to items on the agenda are also accessible on line at www.co.contra-costa.ca.us.

HOW TO PROVIDE PUBLIC COMMENT:

Persons who wish to address the Committee during public comment on matters within the jurisdiction of the Committee that are not on the agenda, or who wish to comment with respect to an item on the agenda, may comment in person, via Zoom, or via call-in. Those participating in person should offer comments when invited by the Committee Chair. Those participating via Zoom should indicate they wish to speak by using the “raise your hand” feature in the Zoom app. Those calling in should indicate they wish to speak by pushing *9 on their phones.

Public comments generally will be limited to two (2) minutes per speaker. In the interest of facilitating the business of the Board Committee, the total amount of time that a member of the public may use in addressing the Board Committee on all agenda items is 10 minutes. Your patience is appreciated.

Public comments may also be submitted to Committee staff before the meeting by email or by voicemail. Comments submitted by email or voicemail will be included in the record of the meeting but will not be read or played aloud during the meeting.

For Additional Information Contact:

Alyson Greenlee, Committee Staff via email at alyson.greenlee@dcd.cccounty.us or by phone 925-655-2783



CONTRA COSTA COUNTY

1025 ESCOBAR STREET
MARTINEZ, CA 94553

Staff Report

File #: 25-4024

Agenda Date: 10/6/2025

Agenda #: 3.

Advisory Board: Economic Development Committee

Subject: Meeting Record from August 7, 2025

Presenter: Staff

Contact: Alyson Greenlee, Economic Development Manager, 925-655-2783

Information:

This is a recurring item of this committee.

Referral History and Update:

See attachment.

Recommendation(s)/Next Step(s):

REVIEW and APPROVE meeting record from August 7, 2025.

CONTRA COSTA COUNTY ECONOMIC DEVELOPMENT COMMITTEE– Meeting Record

August 7, 2025 3:00 P.M. In Person/Via Zoom

Supervisor Candace Andersen, District II

Supervisor Diane Burgis, District III

1. Welcome and Introductions

Supervisor Andersen called the meeting to order at 3:00 PM. Supervisors Andersen and Burgis introduced themselves.

2. Public comment on any item not listed on this agenda.

No public comments.

3. REVIEW and APPROVE meeting record of June 2, 2025, Contra Costa County Economic Development Committee

Sup. Burgis approved of the meeting minutes, as did Sup. Andersen. Will pass on to the BOS.

4. RECEIVE presentation from Contra Costa County Economic Development on BESTeam (Business Enhancement Support Team) (George Carter, Economic Development Project Manager, Contra Costa County)

The BEST tool is a business engagement program that was developed during PM George Carter's tenure with the Workforce Development Board. The priority for the tool is to support businesses and economic development teams. BESTeam Members varied from the SBA, SBDC, EDD, CDFI's, Contra Costa Library, Economic Development teams, Chambers of Commerce, and many more. Resources that were provided were mentoring, training, access to capital, apprenticeship opportunities, and more. The benefits of the program were that over 400 businesses connected with the

BESTeam resources and service providers, and the model became the go-to source for business and workforce information. 4 events were conducted in the county and connected with over 25 city leaders to support local initiatives.

The committee would like a presentation in the future focused on how to get a small business started

5. RECEIVE updates from staff and/or PROVIDE directions to staff regarding Economic Development Work Program

- Attended CALED webinars
- Participated in California Financing Committee Spring Virtual Fair
- Attended California Strategic Growth Council meeting
- Met with the California State Treasurer's office
- County wide economic development meeting will be held on August 20th
- Met with Crocket Chamber
- Discussed opportunities with the San Joaquin Delta National Heritage Area to become involved with Team CA MTC25
- Participated in SBA Community Builder's Network event
- Priority Production Area project is underway, and consultant has received all revisions from local government staff
- Continued coordination with Team CA in preparation for MTC25
- Staff attended the Los Medanos College PTEC open house
- Staff will attend Start up World Cup and sent an announcement to applicable business owners

6. Committee Member Comments

No additional committee comments

7. Adjourn to the next meeting (October 6, 2025)

Sup. Burgis adjourned the meeting.



CONTRA COSTA COUNTY

1025 ESCOBAR STREET
MARTINEZ, CA 94553

Staff Report

File #: 25-4025

Agenda Date: 10/6/2025

Agenda #: 4.

Advisory Board: Economic Development Committee

Subject: Presentation on the Northern Waterfront Priority Production Areas Project

Presenter: Joanna Jansen, Managing Principal, Placeworks

Contact: jjansen@placeworks.com

Information:

See attachment.

Referral History and Update:

The East Bay Priority Production Area (PPA) Technical Assistance project is supported by a \$500,000 grant from the Metropolitan Transportation Commission (MTC). This grant is one tool for MTC to implement Plan Bay Area's strategy to strengthen the regional economy, particularly by creating and maintaining middle-wage jobs. The PPA program highlights the need for coordinated and intentional investments in infrastructure, transportation, and workforce development, as well as the collaboration of individual jurisdictions to support the overall success of the East Bay as an industrial ecosystem.

The manufacturing sector in Contra Costa County is supported by proximity to ports, airports, rail, highways, a strong labor pool, and a concentrated customer base. At the same time, much of the County's industrial land faces significant constraints: sea level rise, groundwater rise, earthquake faults, histories of contamination, regulations that protect adjacent frontline communities, and pressure to convert underutilized industrial land to other uses, particularly housing.

The Northern Waterfront PPA Technical Assistance project covers multiple PPAs in five jurisdictions: Contra Costa County, Concord, Pittsburg, Antioch, and Oakley. This project will provide the analysis, strategies, and technical assistance that local staff need to support the innovation and determination of individual business and property owners and implement land use policies and economic development programs to preserve industrial land, streamline industrial development, and improve infrastructure in industrial districts. It will include updates to the Northern Waterfront Economic Development Initiative Strategic Plan to reflect current and projected conditions, as well as the creation of online tools to assist City and County staff, business owners, and brokers in identifying feasible sites for industrial development in PPAs. It will also provide technical assistance to City and County staff to capitalize on the momentum of significant regional gains in manufacturing jobs and square footage, as well as on the larger national context of interest and investment in onshoring to support supply chain reliability and economic diversification.

Recommendation(s)/Next Step(s):

RECEIVE presentation on the Northern Waterfront Priority Production Areas Project



Northern Waterfront Priority Production Areas Contra Costa County

Economic Development Committee

October 6, 2025

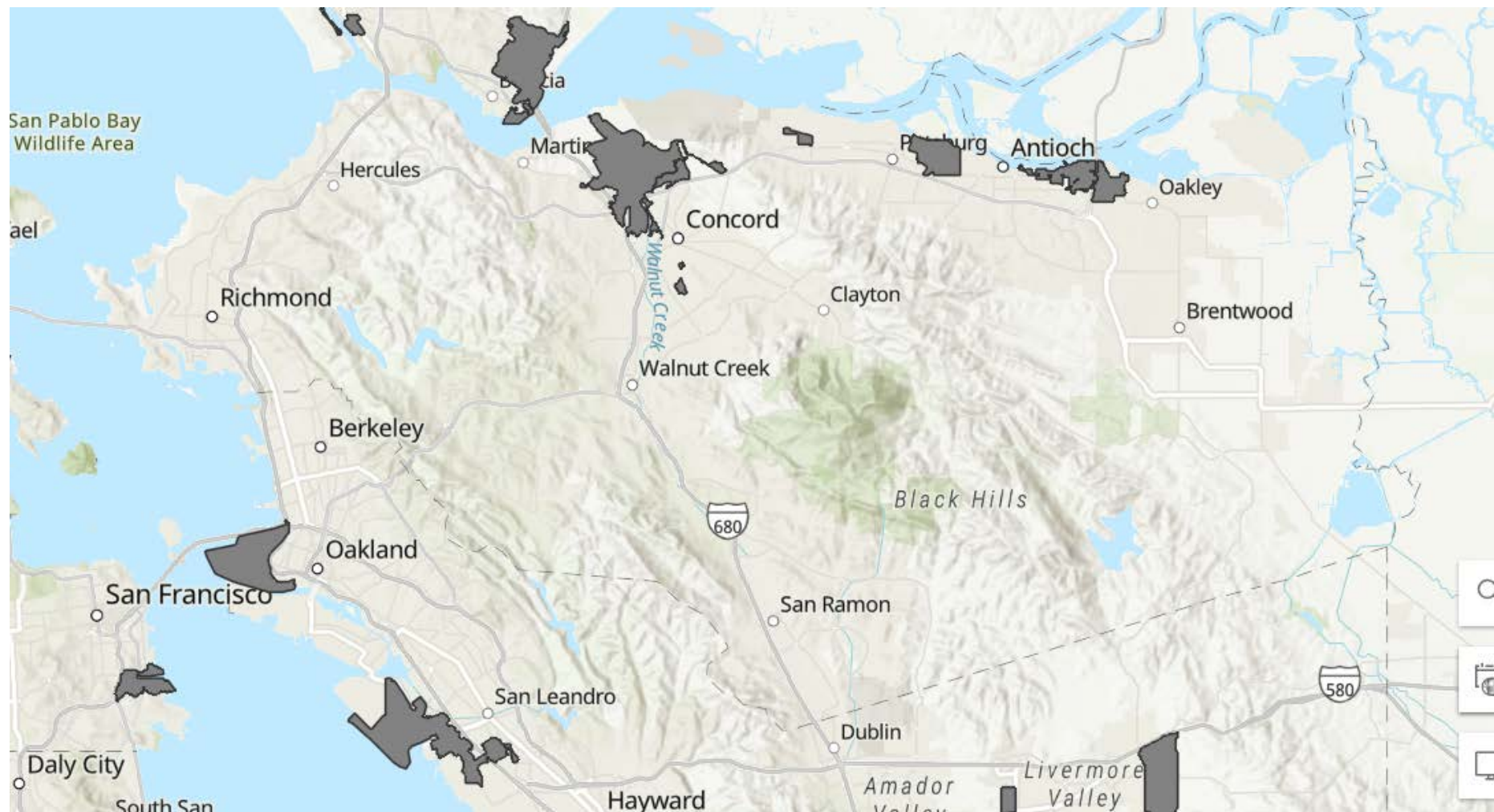
Agenda

- Introductions
- Priority Production Areas Context
- Scope of this project
- Committee discussion

Priority Production Areas (PPA) Context

- MTC program, initiated 2019
- Informs Plan Bay Area
- Identifies clusters of industrial businesses such as manufacturing, distribution, and warehousing
- Prioritizes designated PPAs for economic development investments and protection from competing land uses
- Intended to preserve existing areas that can add jobs and support continued economic growth
- PPAs are nominated by the Board of Supervisors or City Council of each jurisdiction

PPA Boundaries in Contra Costa County



Northern Waterfront Context

2019 NWED Strategic Action Plan Action Steps that this project helps to implement or support:

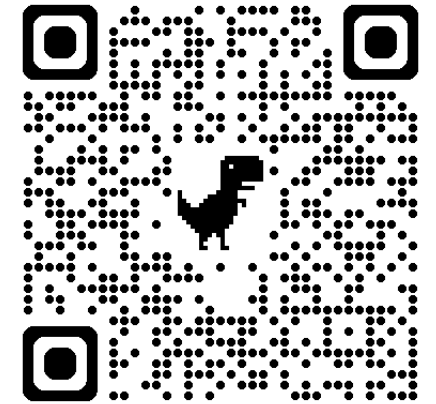
- Develop and maintain an inventory of industrial land
- Improve goods movement networks
- Prioritize water and sewer infrastructure projects
- Develop marketing materials and tools
- Create a regional economic development website that provides relevant site selection information

Project Scope

- Inventory of Industrial Land
- Infrastructure Capacity Analysis
- Study Update for Northern Waterfront Economic Development
- Development of Web-Ready Economic Roadmap
- Development or Implementation of Tools and Materials Across PPAs

Inventory of Industrial Land

- Industrial General Plan land use designation, Industrial zoning, current Industrial use, and/or Vacant
- General Plan Land Use and Zoning for all jurisdictions
- Building Footprints
- Transportation Facilities: BART, rail, airports
- MTC Plan Bay Area Equity Priority Communities
- County Impacted Communities
- Opportunity Zones
- Utility Districts (water and wastewater)
- Protected Lands
- Hazards: flooding, fire hazard, liquefaction, sea level rise, and landslide

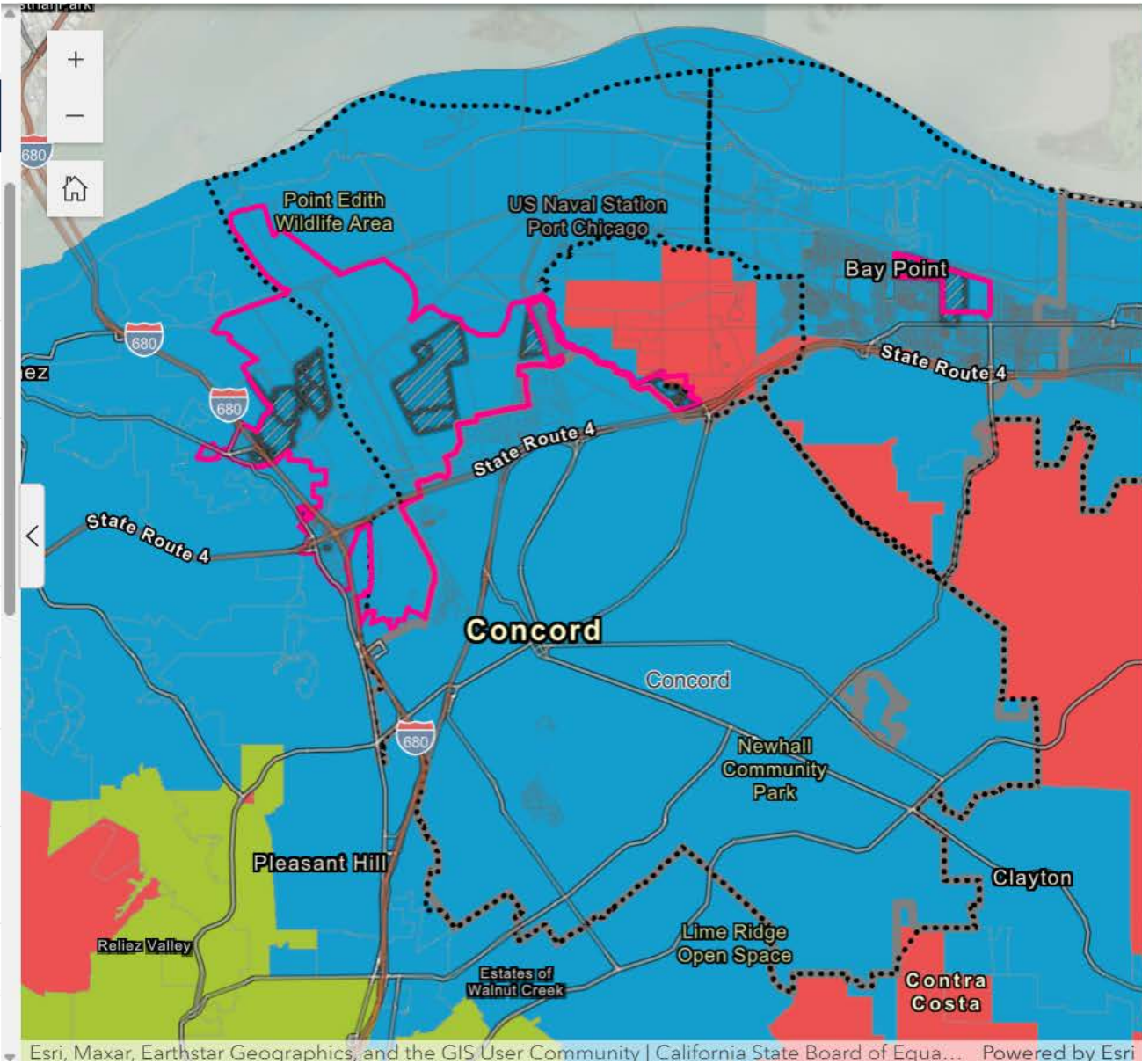


Northern Waterfront Industrial Lands Inventory

☒ vacant/unimproved
Parcels

☰ Turn Layers On and Off

- > Transportation Facilities
 - Plan Bay Area 2050+ Equity Priority Communities (EPCs)
 - CC County General Plan SB 1000 Impacted Communities
 - Airport Land Use Compatibility Zones
- Northern Waterfront PPAs
- City SOI
- City Limit
- Northern Waterfront Building Footprints
- Structures with Building Occupancy Classification
- Northern Waterfront Parcels
- > Jurisdiction GP Land Use Designations



Legend

Northern Waterfront PPAs

City SOI

City Limit

Vacant/Unimproved Parcels

Northern Waterfront Parcels

Utility Districts

Water Service Districts

Turn Layers On and Off

Plan Bay Area 2050+ Equity Priority Communities (EPCs)

CC County General Plan SB 1000
Impacted Communities

Airport Land Use Compatibility Zones

Northern Waterfront PPAs

City SOI

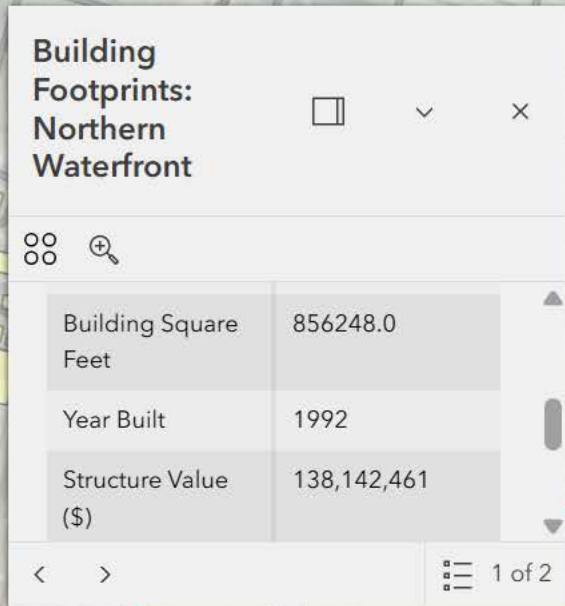
City Limit

Northern Waterfront Building Footprints

Structures with Building Occupancy Classification

Northern Waterfront Parcels

› Jurisdiction GP Land Use Designations



Legend

Transportation Facilities

California Rail Network

 BNSF Railway

— UP Railway

— Other Railways

Northern Waterfront PPAs



City SOI



City Limit



Northern Waterfront Building Footprints



Upcoming Work

- Transportation and Goods Movement Analysis: road, rail, ports, airports
- Infrastructure Capacity Analysis
- Review of how regional and global economic conditions have affected the Northern Waterfront
- Update five core industry clusters of Northern Waterfront Economic Development Initiative Strategic Plan (advanced transportation, advanced manufacturing, biomedical/biotech, ag tech/food processing, and clean tech) to reflect current data
- Evaluate the market conditions for the Northern Waterfront communities
- Conduct at least 10 site studies and assess their suitability for various industries that would potentially be accommodated in the Northern Waterfront area



CONTRA COSTA COUNTY

1025 ESCOBAR STREET
MARTINEZ, CA 94553

Staff Report

File #: 25-4026

Agenda Date: 10/6/2025

Agenda #: 5.

Advisory Board: Economic Development Committee

Subject: Report on County economic development work program

Presenter: Staff

Contact: Alyson Greenlee, Economic Development Manager, 925-655-2783

Information:

Since the last meeting of the Economic Development Committee on August 7, 2025, various elements of the economic development work program have proceeded. This report includes updates on multiple efforts.

Referral History and Update:

- Economic development staff from the County received U.S Environmental Protection Agency (EPA) Notification of Award on September 9, 2025, for a \$1.2 million FY225 EPA Brownfields Grant. Economic development staff from the County have set up an initial grant meeting with the EPA Project Officer and the Brownfields Coalition in collaboration with the cities of Antioch, Martinez, and Pinole, and community partner Sustainable Contra Costa.
- Economic development staff from the County attended the California Land Recycling Conference from September 16-18, 2025, in Carson. Economic development staff from the County supported the successful presentation by the Central Assembly of Richmond that won the Pitch Perfect Award Competition for the Triangle Development District in El Sobrante. County staff also coordinated with Advanced Planning to provide market information for the winning proposal.
- Economic development staff from the County responded on August 25, 2025, to a letter from the U.S. Department of Commerce Economic Development Administration (EDA) with a signed request to carry forward the application for a \$1.2 million grant to support the pre-development strategy for high-performance battery manufacturing on the Northern Waterfront for reconsideration at the next competitive Investment Review Committee meeting.
- Economic Development Staff from the County are working with TeamCalifornia and the Cities of Antioch, Brentwood, Concord, Oakley, and Pittsburg to host the Meet the Consultants Site Selectors' Conference that will be held at Concord Hilton from November 5-7, 2025. County staff are working with East Bay Economic Development Alliance and the County Airports Director to host a pre-conference bus tour. County staff are working with the Office of Communications and Media and the San Francisco Business Times on media and promotion of this event where 250 attendees are expected (See Attachment).
- Economic development staff from the County coordinated a Countywide Economic Development Meeting with the economic development staff from the 19 cities plus the Workforce Development Board of Contra Costa County on August 20, 2025. The meeting included presentations from the California State Treasurer's Office and from the CleanFund on California Capital Access Programs (CalCAP) and GoGreen Financing. Economic development staff from the County are coordinating an upcoming meeting with all the economic development staff on October 28, 2025.

- Economic development staff from the County provided over 60 businesses with direct assistance since the last meeting of the Economic Development Committee on August 4, 2025. This assistance included: Access to market information, Access to zoning information, Access to funding and contracting opportunities, Access to startup assistance. Economic development staff from the County also coordinated with Current Planning and the Application and Permit Center for delivery of this assistance. Economic development staff from the County continue to provide tailored outreach to the 3,715 businesses in the unincorporated community using the Bludot Customer Relationship Tool, responding to enquiries and setting up business follow-up meetings (See Attachment).
- Economic development staff from the County reviewed one Request for Information (RFI) from the Governor's Office of Business & Economic Development (GO-Biz).
- Economic development staff from the County participated in the California Association for Local Economic Development (CALED) Accredited California Economic Developer (ACE) Program in Fresno on August 11-14, 2025.
- Economic Development staff from the County participated in the Diablo Valley Tech Initiative (DVTI)'s "Tech Presentation & Social Meetup" in Pleasant Hill on September 4, 2025.
- Economic development staff from the County participated in the East Bay Small Business Development Center's "Startup World Cup" in Hayward on September 10, 2025.
- Economic development staff from the County participated in East Bay Economic Development Alliance's "East Bay Global Forum" in Berkeley on September 11, 2025.
- Economic development staff from the County participated in Innovation Tri-Valley's "State of the Tri-Valley" in San Ramon on September 10, 2025.
- Economic development staff from the County participated in the Aviation Advisory Committee in Concord on September 11, 2025.
- Economic development staff from the County attended the California Association for Local Economic Development (CALED) Real Estate and Investment Summit in Ventura on September 16-17, 2025.
- Economic development staff from the County participate in the District 5 2025 Youth Summit in Pittsburg on September 20, 2025.
- Economic development staff from the County participated in the Bay Area's Jobs First Collaborative's Monthly Stakeholder Meeting (virtual) on September 24, 2025.
- Economic development staff from the County participated in the East Bay Small Business Development Center, City of Antioch's and City of Concord's East Bay Capital Summit in Concord on September 25, 2025.
- Economic development staff from the County participated in the Workforce Development Board of Contra Costa County's Partners Convening Meeting in Concord on September 26, 2025.
- Economic development staff from the County continue to provide staffing support to the Green Empowerment Zone.
- Economic development activities are funded by a General Fund allocation of \$500,000 dating from 2017-2018. As of May 31, 2025, there was a balance of -\$288,589.99 for Economic Development.

Recommendation(s)/Next Step(s):

RECEIVE report from and/or PROVIDE direction to staff regarding County economic development work program.

TEAMCALIFORNIA'S ANNUAL SITE SELECTION
& ECONOMIC DEVELOPMENT FORUM

MEET THE
CONSULTANTS

LEARN  ENGAGE  DEVELOP



NOV 5-7, 2025
CONCORD HILTON
CONTRA COSTA COUNTY

EARLY BIRD
SPECIAL

Hi Alyson,

TeamCalifornia is proud to bring back one of our most impactful events: **Meet The Consultants 2025** – a dynamic, California-focused forum that connects local leaders with nationally and regionally recognized Site Selectors.

This is your chance to engage directly with site consultants and industry experts in a setting that's for California and about California – free from out-of-state competition and noise. MTC truly brings the key decision-makers to YOU.



WHAT TO EXPECT

At MTC 2025, we'll dig into what matters most for business attraction and retention across California's vital sectors, including:

- Workforce development and demands
- Infrastructure readiness
- Community assets and opportunities
- California's evolving business climate
- ...and much more

Get dedicated one-on-one time with Site Selectors, ask your most pressing questions, and leave with actionable insights to power your local economic development strategy.

WHY YOU SHOULD ATTEND

- Sell your city smarter. Learn what makes your community stand out – and how to pitch it.
- Discover new business opportunities. Connect with site selectors and fellow economic developers.
- Elevate your exposure. Showcase your community to key decision-makers and potential partners.
- Put your region on the map. If you're ready to compete, now's the time to show what your city or region can offer.
- Collaborate across California. Learn best practices and build relationships with peers statewide.

Let's come together to shape the future of business in California. Don't miss this opportunity – register today and reserve your spot at MTC 2025!

EARLY BIRD RATES

(PRICES GO UP SEPTEMBER 1, 2025)

TEAMCALIFORNIA MEMBER (FULL CONFERENCE): \$595

NON-MEMBER/GENERAL (FULL CONFERENCE): \$795

REGISTER

LAST YEAR'S PREMIER LINEUP OF EXPERT SPEAKERS



CHRIS LLOYD
MCQUIREWOODS CONSULTING LLC



KIM MOORE
NEWMARK



GARRICK BROWN
GALLELLI



COURTNEY DUNBAR
BURNS & MCDONNELL



WILLIAM HEARN
SITE DYNAMICS LLC



RICK KINGERY
COLLIERS



NIREE KODAVERDIAN
BEACON ECONOMICS LLC



NATALIE PEBBLES
JERSEY MIKE'S SUBS



DEREK KIRK
GO-BIZ



POONUM PATEL
GO-BIZ



FREQUENTLY ASKED QUESTIONS

Who attends Meet the Consultants?

Site selectors, economic development and city leaders, state and federal agencies, developers, utilities, investors, brokers, state/community colleges, and workforce development groups are just a few types of people who attend.

When and where is the event held?

This year, Contra Costa County is the host, and the event will be held in Concord, CA at the Concord Hilton from November 5 to 7, 2025.

Address: 1970 Diamond Blvd, Concord, CA 94520

Hotel rates are under \$200 per night.

Be sure to attend November 5th to be part of our annual, in-person TeamCalifornia Meet of the Members. (Members-only.)

What does the agenda look like?

A preliminary agenda schedule can be found on the [Eventbrite registration page](#).



INTERESTED IN BEING A SPONSOR?

Sponsorship and exhibiting opportunities are available. Click the button to learn how you can exhibit at our event, be invited to our "invitation-only" dinner with site selectors, and more. Reach out to jordan@teamca.org or robin@teamca.org to secure your sponsorship.



MEET THE SPONSORS



See what's happening on our social sites:





EconDev@dcd.cccounty.us

Sep 16, 11:05 AM

To #Business NAICS|23: Construction,

#Business NAICS|56: Administrative and Support and Waste Management and Remediation Services

Good morning Business leaders:

As we wind down the summer, we wanted to share a learning opportunity that could prove to be beneficial to you. PG&E and MCE have partnered together to hold a free contractor training known as [E-Contractor Academy](#). This six (6) week in-person course will be held in Concord. This opportunity builds technical, financial, and operational capacity with diverse, small and local construction business owners for successful business in climate-critical fields such as building electrification, energy efficiency and solar & storage. Participants receive training, business support, and connection to project opportunities in the Bay Area.

The application for the program only takes 5-10 minutes to [apply](#). **The deadline for the program application is September 18 by 11:59pm.**

E-Contractor Fall 2025.pdf(782.81 KB)

Announcements