



# CONTRA COSTA COUNTY

## AGENDA

### Economic Development Committee

Supervisor Diane Burgis, Chair  
Supervisor Candace Andersen, Vice Chair

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Thursday, February 20, 2025

2:30 PM

3361 Walnut Boulevard, Suite 140,  
Brentwood |  
309 Diablo Road, Danville

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#### ZOOM LINK

<https://cccouny-us.zoom.us/j/84121166956>

Dial in: 888 278 0254 US Toll-free 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 December 4, 2024, Economic Development Committee [25-506](#)  
**Attachments:** [DRAFT Economic Development Committee 12.04.24 Minutes.pdf](#)
4. RECEIVE presentation from City of Antioch (Bret Sweet, Economic Development Program Manager) [25-507](#)  
**Attachments:** [Antioch ED Initiatives.pdf](#)
5. RECEIVE updates from staff and/or PROVIDE direction to staff regarding Economic Development Work Program [25-508](#)
6. The next meeting is currently scheduled for April 7, 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](http://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](mailto:alyson.greenlee@dcd.cccounty.us) or by phone 925-655-2783



# CONTRA COSTA COUNTY

1025 ESCOBAR STREET  
MARTINEZ, CA 94553

## Staff Report

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**File #:** 25-506

**Agenda Date:** 2/20/2025

**Agenda #:** 3.

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Advisory Board: Economic Development Committee

Subject: REVIEW and APPROVE meeting record from December 4, 2024, Economic Development Committee

Presenter: Alyson Greenlee, Economic Development Manager

Contact: 925-655-2783

**Information:**

This is an ongoing item of the Committee.

**Referral History and Update:**

See Attachment.

**Recommendation(s)/Next Step(s):**

APPROVE meeting record from December 4, 2024, Economic Development Committee.

**CONTRA COSTA COUNTY  
ECONOMIC DEVELOPMENT  
COMMITTEE– Meeting Record**

**December 4, 2024 11:30 A.M. In Person/Via Zoom**

Supervisor Diane Burgis, District III

Supervisor Federal Glover, District V

**1. Welcome and Introductions**

Supervisor Glover called to order at 11:30 AM. Supervisor Glover and Burgis introduced themselves.

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

No public comments.

**3. REVIEW and APPROVE meeting record from August 7, 2024, Northern Waterfront Economic Development Initiative Ad Hoc Committee**

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

**4. DIRECT Staff to Prepare for an Item for the Board of Supervisors to Extend the Northern Waterfront Economic Development Initiative Memorandum of Understanding (MOU)**

Staff developed a Staff Report to request a referral to the Board of Supervisors to extend the Memorandum of Understanding (MOU) for the Northern Waterfront.

There was no comment made by Chair Glover or Supervisor Burgis.

Public Comment: Daryl Foote thanked Chair Glover for his work on the Northern Waterfront.

Chair Glover motioned to approve the Staff request to prepare the item for the Board of Supervisors. Supervisor Burgis seconded the motion. No additional comments.

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

- Staff attended the Delta Heritage Forum
- Staff participated in the Lawrence Berkely Labs Battery Summit
- Staff submitted a grant application to the EDA focusing on establishing a battery tech hub on the Northern Waterfront. Staff are communicating with the EDA investment analyst
- Staff submitted an EDA Brownfields Coalition Grant and should hear back in the first half of 2025
- Team CA is currently planning for an August 2025 event in Concord and Staff is assisting with planning
- PPA Technical Assistance project in collaboration with MTCABAG is moving ahead with Placeworks providing technical assistance
- Staff held a county-wide economic development forum at the Pleasant Hill Community Center
- Staff participated in the Contra Costa Arts and Culture Landscape Funder briefing on November 2<sup>nd</sup>
- Staff attended CALED training courses throughout the Fall and attended the CALED Real Estate Summit

DCD Director John Kopchik stated that DCD Economic Development will plan to present a Staff Report to the BOS in 2025 focused on the framework of the division and its work going forward. The Committee agreed that that should be pursued.

**6. DIRECT Staff to Update the Board of Supervisors in Early 2025 on Hosting the TeamCalifornia Site Selectors' Conference**

The committee directed staff to update the BOS in early 2025 in addition to providing a general economic development update.

## **7. Committee Member Comments**

Chair Glover stated his desire that the countywide economic development committee remain consisting of District 3 and 5.

## **8. Adjourn to the next meeting (TBD)**

Sup. Glover adjourned the meeting.

DRAFT



# CONTRA COSTA COUNTY

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MARTINEZ, CA 94553

## Staff Report

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**File #:** 25-507

**Agenda Date:** 2/20/2025

**Agenda #:** 4.

---

Advisory Board: Economic Development Committee  
Subject: RECEIVE presentation from City of Antioch  
Presenter: Bret Sweet, Economic Development Program Manager  
Contact: (925) 779-6168

**Information:**

The City of Antioch's economic development initiatives are attached.

**Referral History and Update:**

N/A

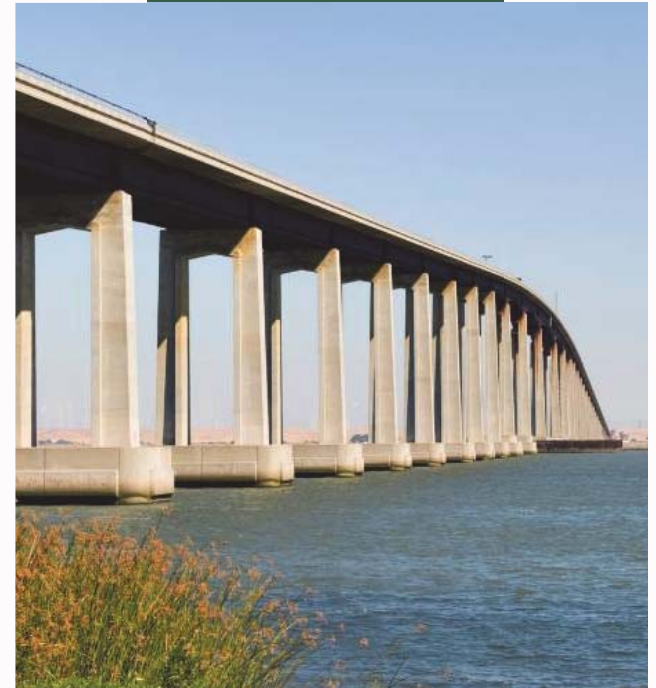
**Recommendation(s)/Next Step(s):**

RECEIVE presentation from City of Antioch.

# ECONOMIC DEVELOPMENT INITIATIVES

Departmental Project Overview

February 2025 Update



ECONOMIC RECOVERY CORPS



# Economic Development



**Kwame Reed**  
Assistant City Manager



[kreed@antiochca.gov](mailto:kreed@antiochca.gov)



**Bret Alexander Sweet**  
Program Manager



[bsweet@antiochca.gov](mailto:bsweet@antiochca.gov)



**Gaby Seltzer**  
Economic Recovery Fellow



[gseltzer@antiochca.gov](mailto:gseltzer@antiochca.gov)

# Expanding capacity through federal investment

The Economic Recovery Corps (ERC) program aims to **address long standing economic disparities** in America that surfaced during the COVID 19 pandemic, **build capacity** in hard-hit communities, and **cultivate the next generation** of economic development leaders.

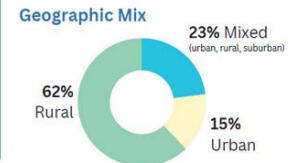
- Funded by the federal EDA through the CARES Act
- Managed by the International Economic Development Council
- Connects Antioch to a wide network of economic development practitioners



65 Fellows, 65 Catalytic Projects, 42 States, 2 Territories

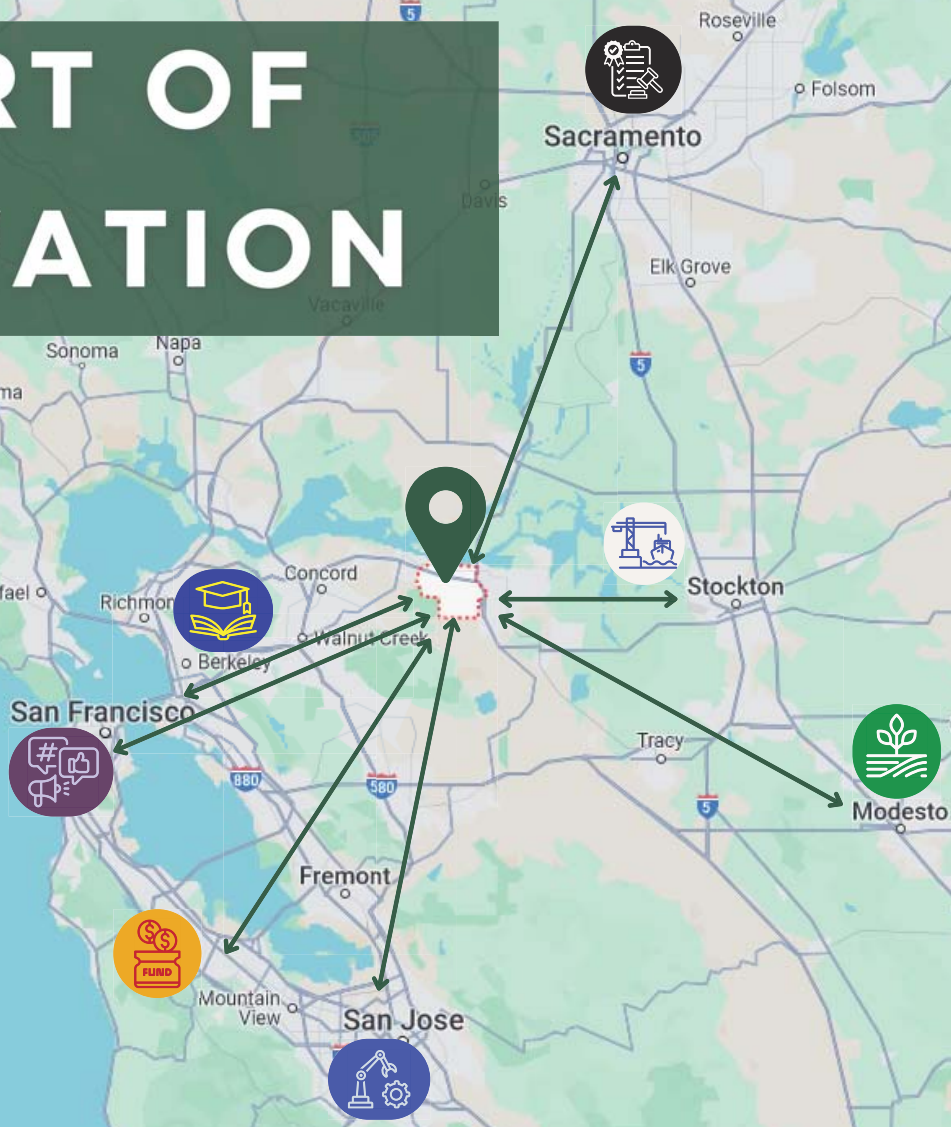


ERC Fellows are working alongside Host Organizations in communities large and small, including nine Tribal Nations, two U.S. territories, and 5 multi-state collaboratives.



Fellows	Projects	Host Organizations
<p>65% 10+ years of experience</p> <p>69% Women</p> <p>54% Identify as a person of color</p> <p>40% Come from host community or region</p>	Broadband Housing Childcare Downtown Revitalization Technology & Innovation Workforce Development Tourism & Recreation Sustainability & Climate Resilience Small business, Entrepreneurship, Access to Capital Transportation & Infrastructure	<ul style="list-style-type: none"> <li>• City and county governments</li> <li>• Regional coalitions and partnerships</li> <li>• Tribal Nations</li> <li>• Economic development organizations (EDOs)</li> <li>• Economic Development Districts (EDDs)</li> <li>• Entrepreneurial support organizations</li> <li>• Community Development Financial Institutions (CDFIs)</li> <li>• Nonprofits and technical assistance providers</li> </ul>

# HEART OF INNOVATION



# Antioch's Talented Workforce



**117,000 people**  
+ 1.2% growth



**74% over 20**  
**years old**



**60% completed**  
**higher education**



**94%**  
**employment**



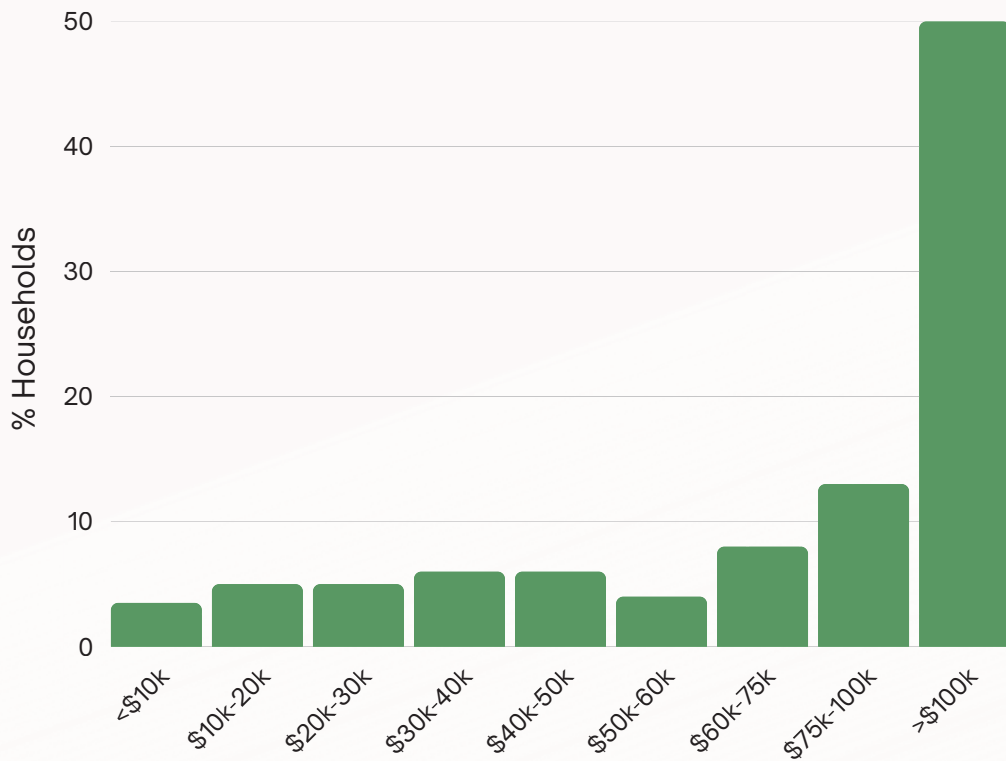
**Top industries:**  
healthcare, research  
science, retail, education



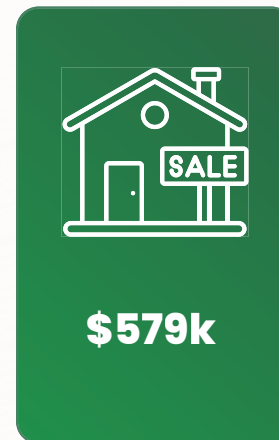
**\$107K avg**  
**HHI + 12.89%**  
Poverty

# A Diverse Middle Class

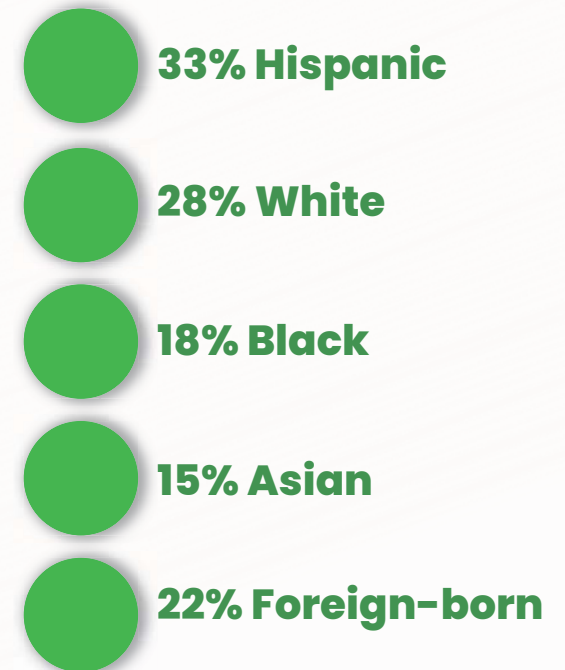
## Household Income Distribution

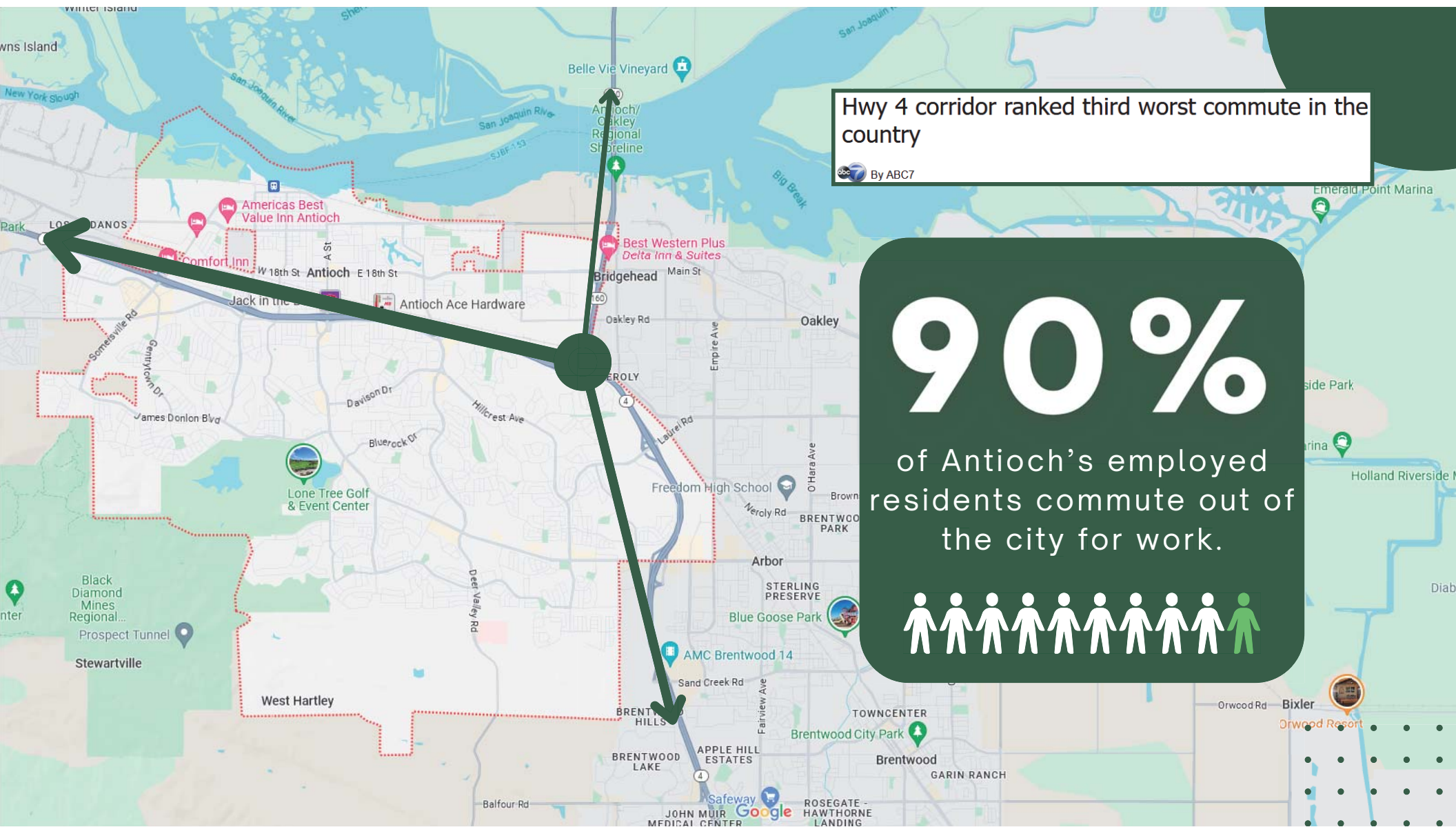


## Median Home Sale Price



## Racial Diversity





Hwy 4 corridor ranked third worst commute in the country  
By ABC7

**90%**  
of Antioch's employed residents commute out of the city for work.



# Commuter strain = community strain

## *Economic Impacts*



- Talent drain
- Less local spending
- Productivity decreases

## *Environmental Impacts*



- GHG emissions
- Air quality
- Noise and light pollution

## *Community Impacts*



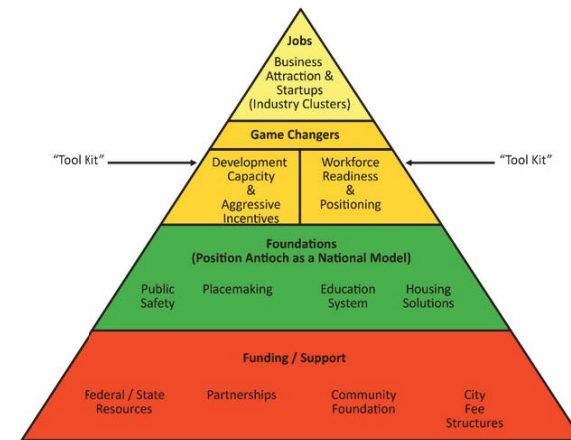
- Less time with family & friends
- Less local engagement
- Diminished sense of place

# Strategic Plan

- 01 Job Creation Pipeline
- 02 Real Estate Development
- 03 Workforce Opportunity Initiative
- 04 Startup Assistance
- 05 Public-Private Partnerships
- 06 Leveraging Housing Demand
- 07 Regional Interface/Advocacy
- 08 Funding/Resource Expansion
- 09 Coordination with City Functions

## “REINVEST ANTIOCH” ECONOMIC DEVELOPMENT PROGRAM

### ACTION PLAN AND TOOL KIT



"Reinvest Antioch" Action Plan and Tool Kit  
The Natelson Dale Group, Inc.

Adopted  
September 13, 2022



# Strategic Plan Initiatives



- 01** Job Creation Pipeline
- 02** Real Estate Development
- 03** Workforce Opportunity Initiative
- 04** Startup Assistance
- 05** Public-Private Partnerships
- 06** Leveraging Housing Demand
- 07** Regional Interface/Advocacy
- 08** Funding/Resource Expansion
- 09** Coordination with City Functions

# Departmental Projects

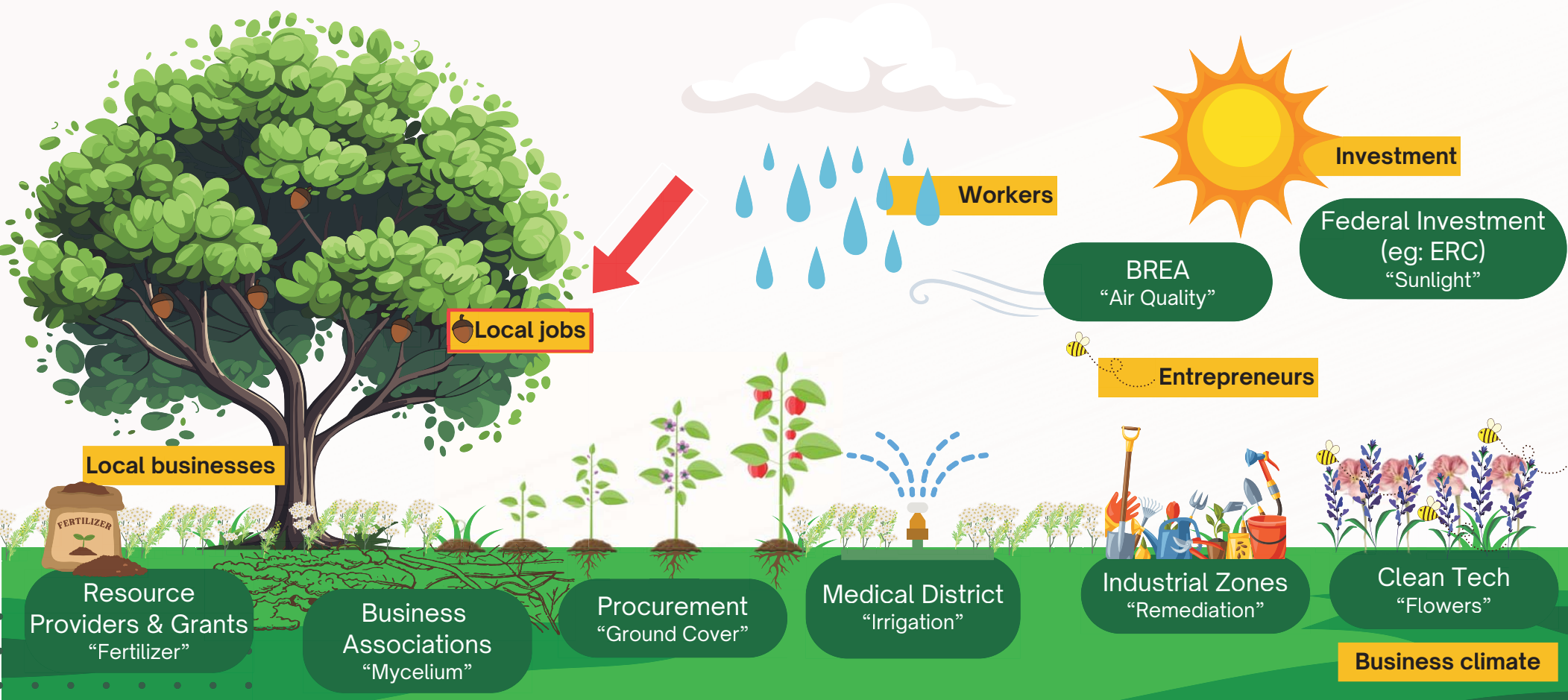
- 01** Small Business Grants **ARPA**
- 02** Resource Providers **ARPA**
- 03** Business Associations **ARPA**
- 04** Local Procurement
- 05** Medical District
- 06** Industrial Zones
- 07** Clean Tech
- 08** Retention, Expansion, Attraction
- 09** Economic Recovery Corps

# Strategic Plan Initiatives

Departmental Projects

	Job	Real Estate	Workforce	Startup	Public-Private	Housing	Regional	Funding	City
Grants									
Providers									
Associations									
Procurement									
Medical District									
Industrial Zones									
Cleantech									
BREA									
Recovery Corps									

# Methodology



# SMALL BUSINESS GRANTS

**Vision:** Used ARPA funding to provide capital to small businesses “negatively impacted by pandemic.” Offered both flexible grants and targeted facade upgrade grants. Contracted with FORWARD to screen applicants.

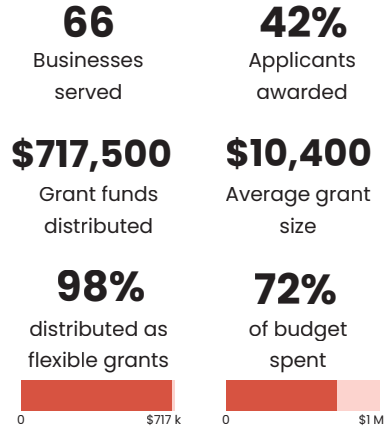
**Grant Outcomes:** \$700,000 distributed

**Facade Upgrade Outcomes:** \$17,500 distributed

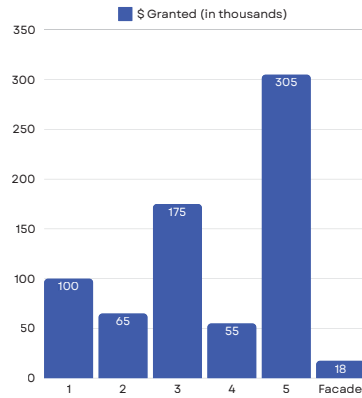
Period	Cohort	Criteria	Employees	Payments	Status
7/23 - 11/23	1	23% Or More Loss	25 or less	\$100K	Completed
12/23 - 1/24	2	23% Or More Loss	25 or less	\$65K	Completed
12/23 - 7/24	3	1% Or More Loss	25 or less	\$175K	Completed
5/24 - 7/24	4	1% Or More Loss	50 or less	\$55K	Completed
8/24 - 11/24	5	1% Or More Loss or QCT	50 or less	\$310K	Payments

# OUTCOMES DASHBOARD: 2023-2024

## Outcomes Snapshot



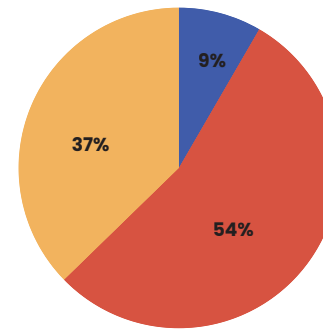
## Dollars Granted By Cohort



## By 2021 Revenue

91% of grant funding was distributed to businesses with \$1M or less revenue in 2021.

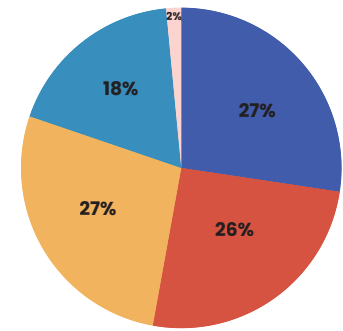
< \$50 K   \$50 K - \$1 M   > \$1 M



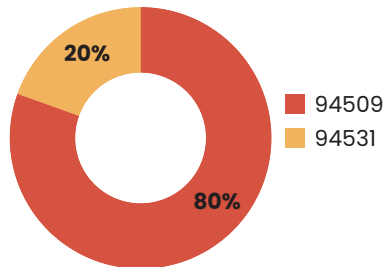
## By Employee Count

80% of grant funding was distributed to businesses with 10 or fewer employees.

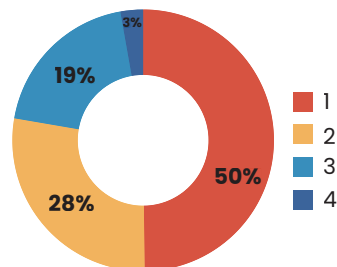
1   2 - 4   5 - 10   11 - 25   > 25



## By Zip Code

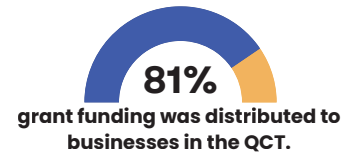


## By Council District

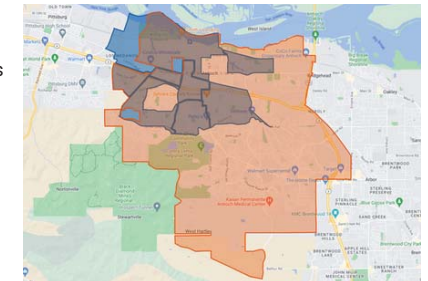


## Qualified Census Tracts

Qualified Census Tract (QCT) is a HUD designation for areas where 50% of households have incomes below 60% of the Area Median Gross Income or have a poverty rate of 25%+.



QCT   Antioch city limits

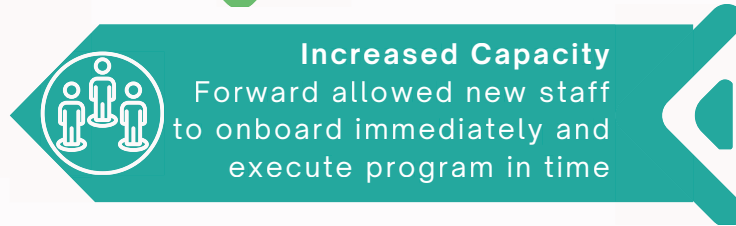


# Goals Attained

01



**Targeted Programs**  
Funding distributed to high-need recipients



**Increased Capacity**  
Forward allowed new staff to onboard immediately and execute program in time

02

03



**Technical Assistance**  
Coaching required to prepare for programming

**Investor Attraction**  
Focused effort with brokers to attract local and engaged landlords



04

# Lessons Learned

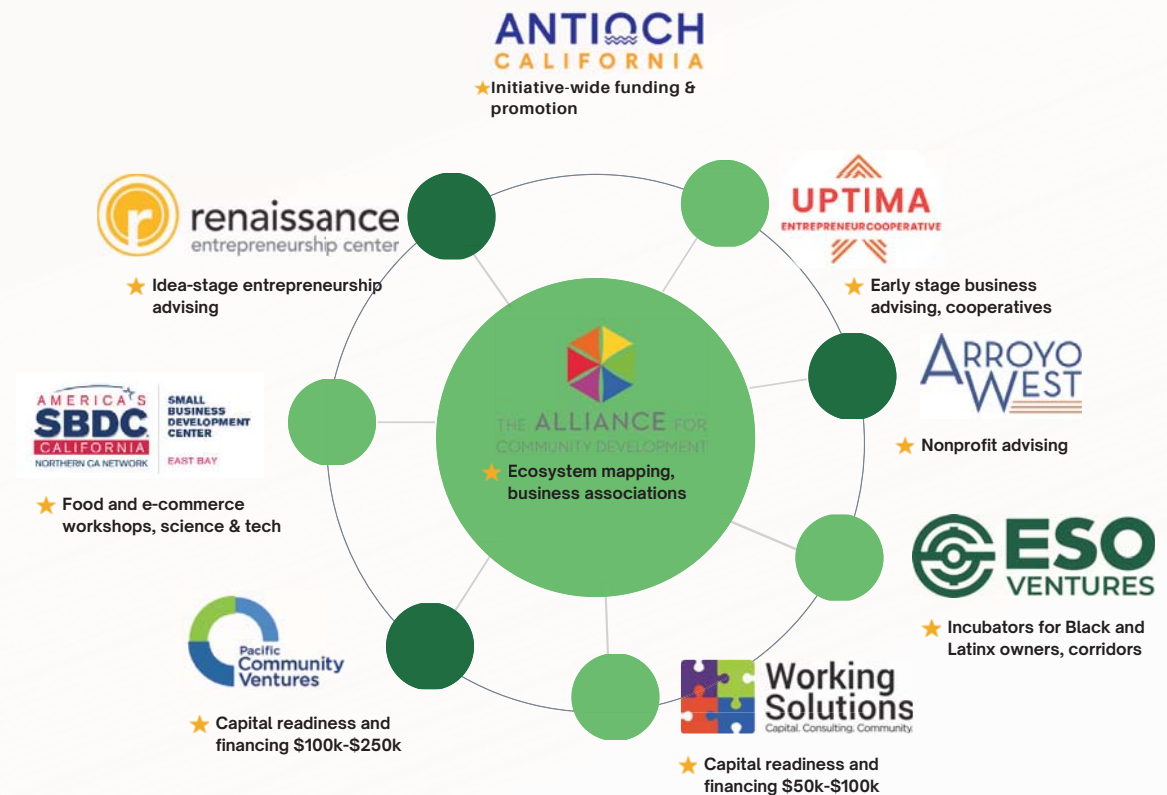
# RESOURCE PROVIDERS

**Vision:** An interwoven ecosystem of thought leaders to transform the Antioch economy. Funded via ARPA through 2026.

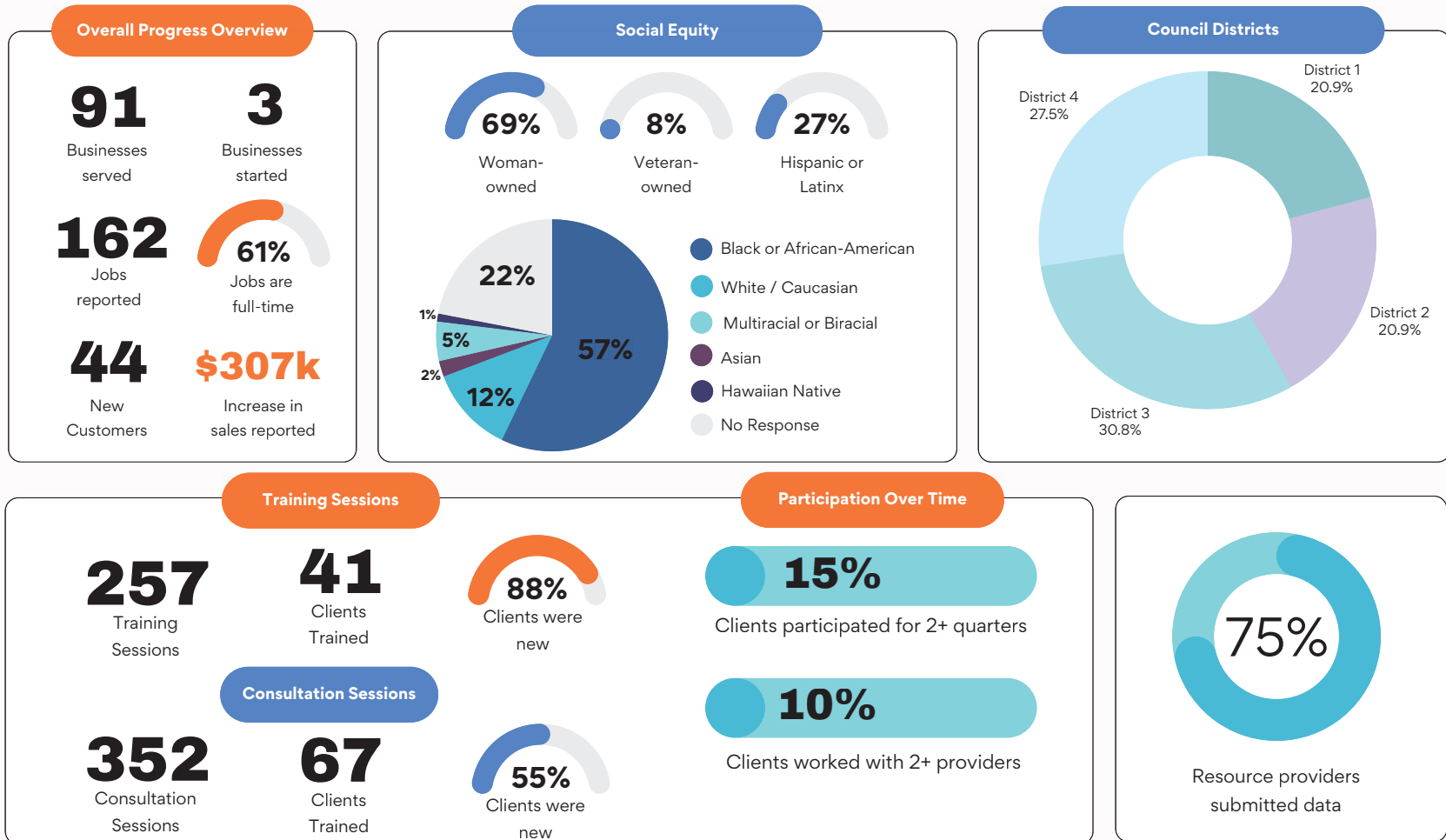
**Opportunity:** Retain and expand small businesses; secure long-term, county-wide funding.

**Status:** Resource providers onboarded, meeting monthly, reporting quarterly. Launching promotional materials (website, flyers, referrals) this month. Beginning office hours.

## Antioch Business Collaborative



# OUTCOMES DASHBOARD: JAN-SEPT 2024





# BUSINESS ASSOCIATIONS

**Vision:** Assist Antioch businesses in forming place-based and/or industry-based associations

**Opportunity:** Knowledge sharing, collective problem solving, cooperative purchasing, industry cultivation, placemaking

**Status:** Alliance for Community Development is organizing beauty businesses. We released an RFQ for a consultant to organize downtown businesses.

**ANTIOCH CALIFORNIA**  
OPPORTUNITY LIVES HERE

## Start a local business association

Associations help businesses overcome the obstacles they are unable to address alone. As formal organizations, they represent the needs of members. Associations can be location- or industry-based.

### Why business associations?

- Problem Solving**  
Collaborate to find localized solutions for shared issues.
- Learning**  
Share best practices, pilot ideas, host events, and network with experts.
- Voice**  
Advocate for shared interests. Leverage scale to gain access to more resources and services.
- Multiplier Effect**  
Improve Antioch's business climate.

### Activities add value for members.

- Network**
  - Host events
  - Meet with outside experts
  - Professional development & training
- Promote**
  - Coordinate marketing campaigns
  - Shared branding, signage, social media, website, etc.
- Share**
  - Fundraise to address shared issues
  - Collective purchasing
  - Share services, contracts, space
- Advocate**
  - Meet with legislators
  - Introduce policies
  - Form business improvement districts

**Antioch Economic Development is here to help!**

**Bret Alexander Sweet**  
Program Manager  
925.779.6168  
bsweet@antiochca.gov

**Gaby Seltzer**  
 Fellow  
925.238.3197  
gseltzer@antiochca.gov



## Downtown

Feasibility study completed. RFQ out accepting bids for technical assistance



## Beauty

Comprised of barbers, salons, eyebrow care, hair care, lashes, nails and general skin care

# LOCAL PROCUREMENT

**Vision:** Government spending as growth opportunities for local businesses, especially minority-owned.

**Opportunity:** Retain and expand local businesses, growing jobs and generating tax revenue. Improve City processes with more transparency and better data.

**Status:** Research on best practices; policy comparison matrix; conducting audit of current outcomes; preparing presentation deck for internal and external stakeholders.

## Short Term



- More **local business awareness** of procurement opportunities
- More **government staff confidence** in procurement processes
- **More bids submitted**, from more diverse vendors
- **More contracts awarded** to local and diverse businesses
- Increase in **local spending**

## Long Term



- Local, small, and minority-owned **businesses grow**
- More dollars circulating locally, more **tax revenue**, more **local jobs**
- Higher quality vendor options and **improved service delivery**
- Increased **transparency and trust** between local government and business community

# Procurement Best Practices: How Antioch Compares

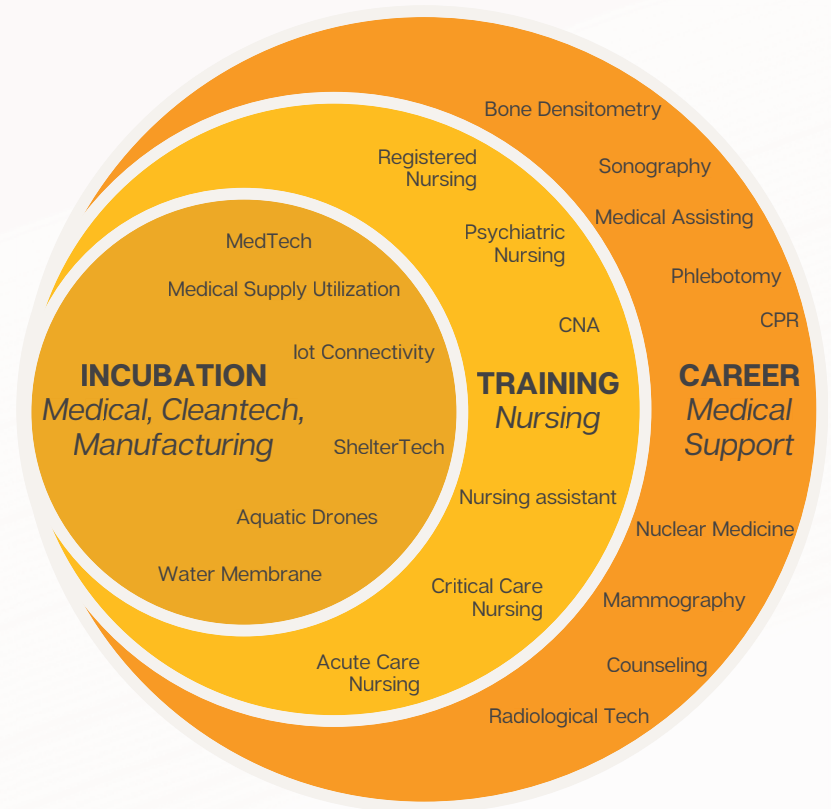
City (order of pop)	Central Office	Vendor Portal	Website Features	Preference Policies	Purchase Threshold
Hayward	Purchasing desk	Yes - OpenGov		None listed	Unsure
Concord	Purchasing division	Yes - Public Purchase	Detailed instructions	Local, environmental	\$7.5k
Berkeley	Unsure	No - registration form	List of ordinances	Local	Unsure
Fairfield	None	No		None listed	Unsure
<b>Antioch</b>	None	No		None listed	\$5k
Richmond	Purchasing division	Yes - Planet Bids	Vendor guide	Local, small, environmental	\$3k
Brentwood	None	No		None listed	Unsure

# MEDICAL DISTRICT

**Vision:** A thriving medical innovation district where local startups in healthcare, clean tech, and manufacturing sectors drive global progress, eliminate commutes, and enhance community well-being.

**Opportunity:** Empower local talent and drive medical innovation through startup incubation and workforce training. Tie together healthcare workers, students, and entrepreneurs to transform patient care and create meaningful job opportunities within Antioch's community.

**Status:** Applying for EDA funding for feasibility study, convening stakeholders





# INDUSTRIAL ZONES

**Vision:** Transform vacant, industrially-zoned lots into industrial facilities to be used as job centers.

**Opportunity:** Support the growth of jobs in manufacturing, healthcare, and clean tech by connecting employers with attractive sites.

**Status:** Applied for funding for brownfields assessment. Supporting PPA project consultants in investigating energy infrastructure gaps. Creating marketing materials for available land. Building relationships with brokers and resource menus for manufacturers.



**ANTIOCH CALIFORNIA**  
INDUSTRY LOCATIONS

## Antioch: The Bay Area's Best Kept Secret

Antioch has flown under the radar for years, which is how we've kept real estate prices low and quality of life high, but the secret is out, so get here soon!

**Why Antioch**

- Offordable Housing** Our affordable housing program means that skilled employees from around the Bay Area live here, and they want to stay in our community.
- Waterfront Industrial Lands** We have some of the best heavy industrial zoning in the Bay Area, located along the Delta estuary.
- Supportive Policies & Partners** Our government and partners are business friendly and we save the average person, saving guidelines, and partnerships to keep it up.

**The Numbers**

- Antioch is Diverse**
  - Population age 17-20: 12% growth rate
  - Racial diversity: 53% Hispanic, 28% white, 18% Black, 1% Asian
  - Foreign-born: 27%
  - Affordable housing: median sale price at \$175,000
- Antioch is Talented**
  - Higher education completion rate: 65%
  - Employment rate: 63%
  - Median household income: \$27K
- Antioch is Industrious**
  - Top industries: Healthcare, technology, retail, education
  - 188 occupations: Business, healthcare, education, construction
- Antioch is Connected**
  - Business Development & Business Plan
  - Healthcare Assessment & Economic Development Initiative
  - CA&C Entrepreneurship Center
  - Recycling Market Development Zone

**Contact Us** | 925-779-4668 | [info@antiochca.gov](mailto:info@antiochca.gov)

## MANUFACTURING BUILDS HERE

Resources for Antioch's Manufacturers

- Site Selection** Contact the City of Antioch's Economic Development department for assistance finding local facilities for your production.
- Lower Interest Loans** Pacific Community Ventures offers loans between \$25K to \$250K for manufacturers contributing to the labor force of Antioch.
- Advising & Capital Readiness** East Bay Small Business Development Center provides free training, consulting, and financing for manufacturers in Antioch.
- Trade and Export Assistance** The CA State Trade Expansion Program provides financial assistance for manufacturers and ship companies.
- Industrial Assessments** Free assessments of energy, waste, and water use for manufacturers with 500k+ in energy costs. Call for best to get funding.
- Industrial Development Bonds** California Enterprise Development Authority issues industrial development bonds up to \$5M for qualifying CA manufacturers.
- Antioch Business Association** The Antioch Fair Community Development has resources to help Antioch manufacturers form a business association.
- Consulting for Large Employers** Pacific Community Ventures offers business consulting for manufacturers with more than 50 employees.
- Technical Assistance** Manufacturing Extension Center that provides business consulting for manufacturers with less than 50 employees.
- Shared Learning** American Manufacturing Communities California forum opens calls every Monday along with webinars, podcasts and reports.
- Regional Advocacy** EPP Bay Area is a manufacturing association that advocates and makes partnerships to help Bay Area manufacturers.
- Loans for recycled materials** Antioch is part of a Recycling Market Development Zone, assisting manufacturers and access incentives for using recycled materials.

**Contact Us** | 925-779-4668 | [www.antiochca.gov/get-help](http://www.antiochca.gov/get-help) | [EdDevelopment.com](https://www.eddevelopment.com)

# CLEAN TECH CULTIVATION

**Vision:** Clean tech startups choose Antioch and the Northern Waterfront region as the best location to expand, creating high skill jobs.

**Opportunity:** Catalyze growth of a clean tech industry cluster by supporting and attracting startups that leverage Antioch's existing assets while addressing environmental justice. Special focus on aquatech, carbon capture, and energy.

**Status:** Assisting startups with navigating entry in Antioch. Applying for funding for a carbon capture district. Participating in Green Empowerment Zone workshops.

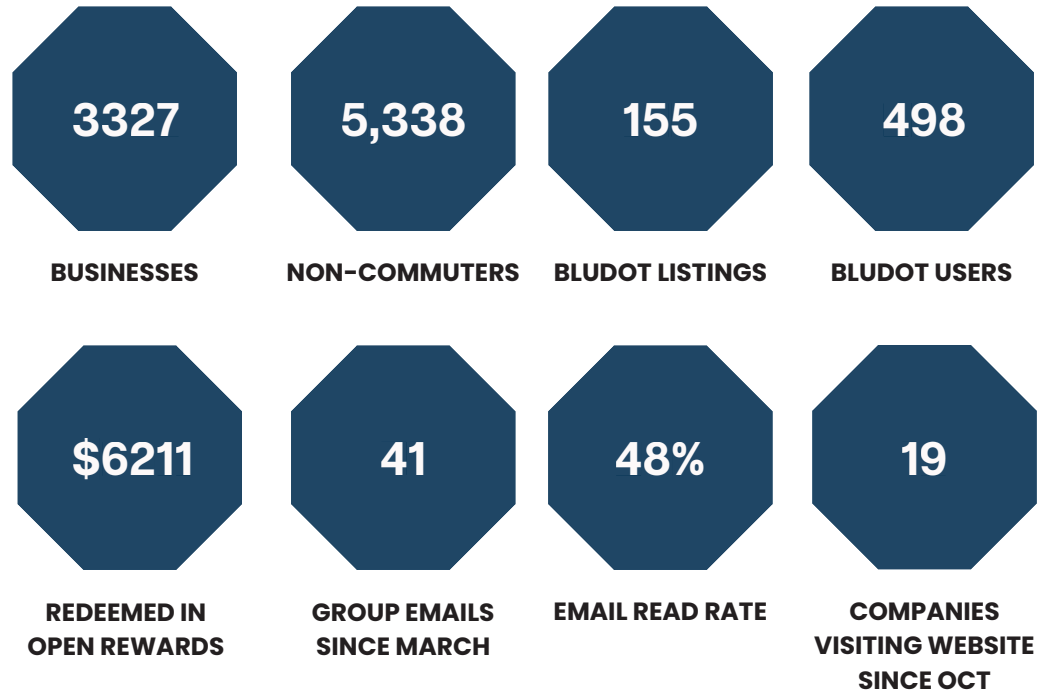


# RETENTION, EXPANSION, ATTRACTION

**Vision:** Communication pipelines to expose businesses and entrepreneurs at all stages to ED resources. Data management to inform and enable targeted business support.

**Opportunity:** Maximizing touch points with existing and potential businesses

**Status:** Regular emails; resource menus; launching blog and resident newsletter; outreach to leads; database organization





# THANK YOU

**Bret Sweet**

✉ [bsweet@antiochca.gov](mailto:bsweet@antiochca.gov)

**Gaby Seltzer**

✉ [gseltzer@antiochca.gov](mailto:gseltzer@antiochca.gov)

**ANTIOCH**  
CALIFORNIA  
OPPORTUNITY LIVES HERE

ECONOMIC RECOVERY CORPS





# CONTRA COSTA COUNTY

1025 ESCOBAR STREET  
MARTINEZ, CA 94553

## Staff Report

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**File #:** 25-508

**Agenda Date:** 2/20/2025

**Agenda #:** 5.

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Advisory Board: Economic Development Committee

Subject: RECEIVE updates from staff and/or PROVIDE direction to staff regarding Economic Development Work Program

Presenter: Alyson Greenlee, Economic Development Manager

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### Information:

Since the last meeting of the Economic Development Committee on December 4, 2024, various elements of the economic development work program have proceeded. This report includes updates on multiple efforts.

### Referral History and Update:

Since the December 4, 2024 meeting of the Economic Development Committee, various elements of the economic development work program have proceeded to help advance projects under the Countywide economic development umbrella. Recent and proposed economic development activity to implement the County's economic development work program includes:

- Economic development staff from the County continued to participate in the Bay Area Jobs First Collaborative (BAJFC), which is the Bay Area's regional association, convened by All Home, for re-envisioning regional economic development planning centered around the values of equity, high-road employment, sustainability, and climate resilience, and shaped by workers and community members and funded by the State of California's \$600 million California Jobs First Regional Investment Initiative. A Next-Generation Battery Innovation and Manufacturing Hub in the Bay Area is one of the projects that has been prioritized for funding by the BAJFC. Through the Catalyst Program, the BAJFC Steering Committee has allocated \$1.5 million to the Bay Area High-Road Manufacturing Initiative, which includes a focused effort to build the battery innovation and manufacturing ecosystem. The Bay Area High-Road Manufacturing Initiative includes several key initiatives that align with the Green Empowerment Zone, the Northern Waterfront Economic Development Initiative, and the Priority Production Area Pilot Program. Economic development staff from the County will continue to participate in this project to support a pilot project to cultivate high-road battery manufacturing in Contra Costa by identifying key assets and needs to site advanced battery manufacturing activities; working with employers to identify needs related to land, facilities, infrastructure, workforce, regulatory processes, financial resources, and community engagement, and with community and labor stakeholders to identify concerns and strategies to ensure high-road outcomes (See: Bay Area High-Road Manufacturing Initiative Project Description: <https://www.allhomeca.org/catalyst-projects/bay-area-high-road-manufacturing-initiative/>).
- Met with the U.S Economic Development Administration (EDA) on February 12, 2025 to discuss the County's application as the lead for the FY2023 Public Works and Economic Adjustment Assistance (PWEAA) Funding Opportunity for a \$1.2 million grant for a project called "Just Transition to Battery Manufacturing Along the Northern Waterfront of Contra County," with project co-applicants Lawrence

Berkeley National Laboratory and Workforce Development Board of Contra Costa County. If funded, the grant would be used to conduct a pre-development strategy for a next-generation battery manufacturing tech innovation hub along the Northern Waterfront. Staff are continuing to work with the EDA Project Officer and anticipate the next step will be investment review in March 2025.

- Economic development staff will participate, with the Recycling Market Development Zone (RMDZ) Administrator, in CalRecycle's Spring 2025 Zone Works Training Workshop from March 4-5, 2025 in Sacramento, in order to convene with program partners to convene, address current challenges, and collaborate on business assistance strategies that continue to market and support companies that are seeking to locate in Contra Costa County's Recycling Market Development Zone. Economic development staff are continuing to work with the Zone Administrator to support recycling manufacturers to access RMDZ funds, and start-ups and small businesses to access Zone Incentive Funds (ZIF) for manufacturing test pilots using recycled materials.
- Economic Development staff participated in the Contra Costa Community College District (4CD) Strategic Planning Forum on January 14, 2025, to connect and address key topics such as strengthening partnerships to meet the needs of students and communities in Contra Costa County.
- Economic development staff participated in the Workforce Development Board of Contra Costa County's Regional and Local Planning Session - East County on December 7, 2024, to provide input on working together to improve the ability of the local workforce system to meet the workforce and education needs of the community.
- Economic development staff will convene the virtual Quarterly Economic Development Meeting with the economic development staff from the 19 cities on February 26, 2025, from 10am - 1pm. The featured presentations will include updates from the cities, a discussion on partnering to coordinate regional business resource events, and a designated discussion item for Northern Waterfront Economic Development Initiative partners that will include discussion of the November 5-7, 2025, TeamCalifornia Site Selectors' Conference, and the November 7, 2025 "Fam" ("Familiarization") Tour.
- Economic development staff from the County are in the process of submitting an initial list of businesses into the database of the new Customer Relationship Management (CRM) platform for our business engagement activities. The next step is that County staff will participate in an orientation from Blutot Technologies.
- Economic development staff from the County moderate a session on "Contracting Opportunities with Local Governments" at the East Bay Small Business Development Center's First East Bay Procurement Summit in Hayward on February 19, 2025 (See Event: <http://www.eastbaysbdc.org/2025-procurement-summit>).
- Since the last quarterly meeting on December 4, 2024, economic development staff from the County have continued to conduct direct assistance to businesses including start-up, expansion, retention, and attraction efforts, and referrals of assistance to businesses and organizations seeking to locate or expand in the unincorporated areas. Since the last quarterly meeting on December 4, 2024, County economic development staff have responded to over 30 businesses. These forms of assistance have focused on contacts with County purchasing, site selection information in Byron, funding/business resources for small businesses, information on recruitment assistance, relocation information assistance for manufacturing operations (permitting, zoning, and locational assistance, strategic partnerships), contracting opportunities for construction firms, business expansion opportunities, green business information, and small business trainings/workshop/advising resources.
- Economic development staff from the County, as project leads, participated in regular project management meetings for implementation of the two-year, Metropolitan Transportation Commission

(MTC-ABAG) approved, Northern Waterfront Technical Assistance Project funded by a \$500,000 Pilot Grant from Metropolitan Transportation Commission (MTC) Priority Production Areas (PPAs) Program for technical assistance for the planning and infrastructure for multiple PPAs in the Northern Waterfront -namely the two PPAs within unincorporated Contra Costa County-Pacheco Manufacturing Zone and Bay Point Industrial Center-and those in the Cities of Concord, Pittsburg, Antioch, and Oakley. The County is the lead on this project, and coordinates with the Cities and with MTC-ABAG's Technical Assistance Provider Placeworks. On January 31, 2025, Placeworks delivered the final (revised) scope of work, and the anticipated next step is the development of a GIS inventory of industrially zoned land with various functionalities that will act as an online resource with various search functions with an inventory of the Priority Production Areas sites in April 2025.

The economic development activities are funded by a General Fund allocation of \$500,000 dating from 2017-2018. As of December 31, 2024, there was a current balance of \$92,798.42 for Economic Development.

Recommendation(s)/Next Step(s):

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