

**TO: Workforce Investment Board**

**DATE: 5/13/10**

**FROM: Executive Committee**

**For Discussion**

**For Action**

**For Information**

**SUBJECT: Commerce, Aviation and Economic Development (CAED) Business Retention**

**PROPOSED MOTION(S):** That the Workforce Investment Board ratify the Executive Committee's decision to approve the Department of Workforce Investment to contract with Commerce, Aviation, and Economic Development to provide business retention and expansion services in Merced County for a 12 month period for an amount not to exceed \$27,702.

**DISCUSSION:** As the economic development representatives for the County, CAED serves local businesses by offering business counseling services, business training, financial assistance programs and tax incentive programs.

The Business Retention and Expansion Visitation Program is an economic development program to encourage the growth of local business. Teams visit businesses to pinpoint needs, concerns and development plans. Individual business information collected will be kept strictly confidential. By partnering with the Department of Workforce for a Business Retention Program, services being offered to businesses are maximized and duplication of visits is reduced. Business Visitation teams will consist of two person teams who will visit businesses located in the unincorporated areas of Merced County such as the Hilmar, Stevinson, Delhi, Planada-LeGrand, South Dos Palos and Santa Nella-Volta areas.

Funds will be used to develop/maintain a business database, pay salary to a student intern, computer use, use of a County Van, various supplies and office equipment, and to conduct business retention and expansion survey(s).

**ATTACHMENT(S):** Proposal available at meeting