



County of Santa Barbara

FY 2016-17 Outside Agency Funding Request Form

Deadline for Submission: Monday, May 2, 2016, 5:00 p.m.

The Board of Supervisors *may* consider funding requests from outside agencies during the FY 2016-17 budget hearings in June 2016, if funding is available. An allocation of funding to outside agencies is not guaranteed.

Please submit the following by **5:00 p.m., Monday, May 2, 2016, NO EXCEPTIONS, via Email or Hardy Copy (postmarks will not be accepted):**

1. Provide a cover letter explaining your request; and
2. Fill out this application (no more than 2 pages); and
3. Attach the Line Item Budget spreadsheet (no more than 2 pages) for the agency's program request

Hearings are scheduled for June 13, 15, and 17, with Outside Agency Requests considered on one of these days (yet to be determined). The **requesting agency must be represented and present**; please plan accordingly.

Total Request: \$ 75,000

Name of Organization: Economic Vitality Team of Santa Barbara County

Title of Program: Economic Development Santa Barbara County New or ongoing program? On-going

Location(s) of services delivered: The Chamber of the Santa Barbara Region

Name of Agency Executive Director: Ken Oplinger, President/CEO

Phone #: 805-965-3023 Email: ken@sbchamber.org Website: www.evtsb.com

1. Briefly summarize the purpose of the program, why the funds are needed, and the benefit to the community:

Continue the work that was established in October 2014 as the Economic Vitality Team (EVT) of Santa Barbara County. 2015 was a year of building the organization with the participation of the seven chambers of commerce, Santa Maria, Lompoc, Buellton, Solvang, Goleta, Santa Barbara and Carpinteria.

2. Briefly summarize the service to be provided and how many people will be served:

The countywide Economic Development Roundtable (EDR) was convened in 2015 with a focus on job/housing balance, a major need in employee retention and recruitment that equates to business retention/expansion. A task force, in collaboration with housing coalition organizations, cities, chambers and business will develop a vision for the future of workforce housing in the County. The EDR will address identified business needs and issues including infrastructure. Local chambers will take the lead on business retention/expansion with EVT and our collaborative partners within the EDR, i.e WDB, SBDC and others. Marketing the County as the "Place for Your Business" is the focus for 2016-17. EVT's new Commercial Real Estate Brokers Advisory Council is working with EVT in business recruitment and expansion. Continued participation in the Broadband Consortium-Pacific Coast is focused on improving fiber infrastructure for increased internet speeds and bandwidth. In 2016, we will engage with the County CEO's office to develop an economic development overlay to the appropriate chapters of the County's Comprehensive Plan. As a dedicated countywide economic development program, will improve the economic well-being of the cities and unincorporated areas within the County of Santa Barbara.

3. Detail the timeline for providing the service:

These services will be provided throughout the coming fiscal year, and will continue into the future with on-going County support as well as support from our private sector partners

4. Describe key outcomes to be achieved with the funding and how they will be measured:

Based on retention programs the target is to: A-Connect with a minimum of 200 businesses in 2016, B-Connect with 25 Site Selection companies by December 2016, C- Hold a minimum of six (6) Economic Development Roundtable meetings in 2016, D-Develop vision statement for job/housing balance by December 2016, E-Work with the County Executive's Office on a plan to create an Economic Development Overlay to the County Comprehensive Plan



5. Describe if this is a one-time or ongoing request, and if funded in prior years and amounts:

October 2014 - \$150,000

October 2015 - \$75,000

Request for \$75,000 is on-going

6. Describe the agency's expertise and capacity to deliver services including fiscal stability:

Fiscal Agent: The Chamber of the Santa Barbara Region is the fiscal agent, and has a 117 year track record of service to the community and businesses across the region. The EVT has the expertise of seven active chamber of commerce executives and an economic development director. These individuals have a combined 111 years of expertise in organizational management and economic development

7. Agency staff responsible for application: Ken Oplinger, President/CEO

County Staff Comments Only:

Address submittals to:

Adriana de Bruin
Business Manager, County Executive Office
105 E. Anapamu Street, Room 406
Santa Barbara, CA 93101

Requests can be emailed to: outsideagency@countyofsb.org

Questions: Please contact Adriana de Bruin, Business Manager, County Executive Office, at 568-3400.

INCOME	2016-2017
County Funding	75,000.00
County Marketing Funding	25,000.00
In-Kind from Chamber of SB Region	12,600.00
Regional Chamber Funding	7,500.00
Private Sector Funding	75,000.00
Total	195,100.00

PERSONNEL EXPENSES	2016-2017
Wages	85,000.00
Employee benefits	20,000.00
Commission	15,000.00
Total Personnel	120,000.00

OPERATING EXPENSES	2016-2017
Broadband Partnership	5,000.00
Dues and Subscriptions	3,500.00
Computers / Equipment	1,000.00
Insurance	500.00
Legal and auditing	2,500.00
Mileage	7,500.00
Office supplies	500.00
Postage	500.00
Printing	7,500.00
Economic Forecast	15,000.00
Regional Marketing	22,500.00
Telephone/Cell Phone	3,000.00
Travel	5,500.00
Utilities	600.00
Total Operating	75,100.00
GRAND TOTAL EXPENSES	195,100.00