

OUTREACH AND OUTCOMES REPORT

Published 07/14/2023

The California Office of the Small Business Advocate (CalOSBA) supports economic growth and innovation and ensures that ALL California small businesses and innovative startups have the information, resources and direct support they need to better navigate resources, programs and regulations. CalOSBA serves as the voice of small business, representing their views and interests across the state and advocating for equitable access to capital, markets, and networks so that all California small businesses successfully start, manage, grow and become more resilient.

This Program is funded by the State of California and administered by the Office of the Small Business Advocate (CalOSBA

PROGRAM OVERVIEW

The California Microbusiness COVID-19 Relief Grant is administered by the California Office of the Small Business Advocate (CalOSBA). The Program provides competitive micro grants of \$2,500 to eligible microbusinesses impacted by COVID-19 and the related health and safety restrictions. Amounts available for each County were based on population and determined by the latest population estimates from the California Department of Finance. The role of grantmaking entities was granted to County government agencies or a consortium of nonprofits through two rounds of applications.

Participating Counties, their award amounts, partner organizations, and planned outreach activities can be found online at <u>calosba.ca.gov/publications</u>

Per statute, CalOSBA issues the second and subsequent reports to identify the outreach activities conducted by each participating grantmaking entity along with any current outcomes of awards made in each county and by demographics, when available.

Reports can be found online at calosba.ca.gov/publications

STATEWIDE AGGREGATE APPLICATION DEMOGRAPHICS DATA

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	51,399	10,823	\$27,057,500
African American	10,215	1,869	\$4,672,500
Alaskan Native	79	26	\$65,000
Asian	8,127	1,453	\$3,632,500
Hawaiian Native	188	29	\$72,500
Hispanic or Latino	12,217	3,397	\$8,492,500
Native American	429	108	\$270,000
Other Pacific Islander	283	106	\$265,000
Rural	1,965	805	\$2,012,500
Veteran	1,521	410	\$1,025,000
White	15,131	3,072	\$7,680,000
Women	25,245	5,837	\$14,592,500

Data as of 05/31/2023

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic will not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

STATEWIDE COUNTY APPLICATION AND FINAL AWARD DATA

Page	County	Applications Received*	Awards Made
<u>6</u>	Alameda	1,979	712
<u>8</u>	Amador	41	15
<u>9</u>	Butte	137	82
<u>11</u>	Contra Costa	985	393
<u>13</u>	El Dorado	109	53
<u>15</u>	Fresno	733	429
<u>16</u>	Imperial	139	78
<u>18</u>	Kern	640	369
<u>20</u>	Kings	124	63
<u>21</u>	Lake	31	8
<u>23</u>	Lassen	10	9
<u>25</u>	Los Angeles †	22,389	1,149
<u>27</u>	Madera	19	17
<u>29</u>	Marin	204	111
<u>30</u>	Mariposa	16	8
<u>31</u>	Mendocino	209	25
<u>33</u>	Merced	213	111
<u>35</u>	Modoc	5	4
<u>36</u>	Monterey	164	96
<u>38</u>	Napa	209	54
<u>39</u>	Nevada	54	43
<u>40</u>	Orange	3,913	1,470
<u>42</u>	Placer	204	131
<u>44</u>	Plumas	18	9

Data as of 05/31/2023

* Total applications received includes ineligible applications.

† Numbers are finalizing as of the publishing of this report. A revised report will be published once final numbers are received from the County.

STATEWIDE COUNTY APPLICATION AND FINAL AWARD DATA

Page	County	Applications Received*	Awards Made
<u>45</u>	Riverside	4,555	229
<u>47</u>	Sacramento	1,055	305
<u>49</u>	San Benito	48	11
<u>51</u>	San Bernardino	1,997	699
<u>53</u>	San Diego	4,314	1,501
<u>55</u>	San Francisco	391	80
<u>57</u>	San Joaquin	541	316
<u>58</u>	San Mateo	680	129
<u>59</u>	Santa Barbara	245	112
<u>61</u>	Santa Clara	2,010	922
<u>62</u>	Santa Cruz	131	119
<u>63</u>	Sierra	3	1
<u>64</u>	Siskiyou	21	7
<u>66</u>	Solano	1,002	179
<u>68</u>	Sonoma	329	90
<u>70</u>	Stanislaus	150	46
<u>72</u>	Sutter	64	40
<u>73</u>	Tehama	43	27
<u>74</u>	Tulare	363	200
<u>75</u>	Ventura	639	252
<u>76</u>	Yolo	217	87
<u>78</u>	Yuba	56	32
	Total	51,399	10,823

Data as of 05/31/2023

* Total applications received includes ineligible applications

COUNTY: Alameda

FISCAL AGENT: Chabot-Las Positas Community College District

KEY OUTREACH ACTIVITIES:

The Microbusiness COVID-19 Relief Grant round 1 was launched on May 17, 2022, and ended on October 19, 2022. After reviewing the number of awards, Chabot-Las Positas Community College District (CLPCCD) decided to start round 2 on January 18 and ended it on April 2, 2023. CLPCCD partnered with Southwest Community College District's Small Business Development Center (SBDC) to help administer the grant program and provide technical assistance. The application was created by SBDC to protect against fraud, waste, and abuse while making the application process as simple as possible. Marketing material was created in five languages, English, simple Chinese, Tagalog, Vietnamese, and Spanish. The website was launched with collateral posted online.

CLPCCD's outreach team held Zoom webinars and in person training events for partners in Alameda County. CLPCCD connected with County Supervisors office answering questions and encouraging their help contacting their microbusinesses. Social media ads were created and boosted on Facebook and Instagram. CLPCCD worked with 4 external partners for outreach to deliver material to targeted areas via e-mail, social media, and hand delivery of the flyers. Time was spent with the Regional Partners making sure their questions were answered so they could get the word out. Webinars were hosted for the business groups and partner's support. Communication and collaboration ensued with partners to assist applicants and encourage them to apply. Interviewed and prepped partner for Telemundo, Channel 5 new broadcast.

From the start of the Microbusiness Grant application process dated May 17, 2022, through June 15, 2023, Alameda County had 1,979 applicants with 712 paid, and 1,267 denied. Of the 715 available grants, CLPCCD was able to award 712.

* CLPCCD is managing the Microbusiness COVID-19 Relief Grant Program for Alameda, Amador, Contra Costa, and El Dorado Counties.

AWARDS SUMMARY (FINAL) Applications Received – 1,979 Final Awards Made – 712

This Program is funded by the State of California and administered by the Office of the Small Business Advocate (CalOSBA)

COUNTY: Alameda FISCAL AGENT: Chabot-Las Positas Community College District

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	1,979	712	\$1,780,000
African American	999	352	\$880,000
Alaskan Native	0	0	\$0
Asian	331	94	\$235,000
Hawaiian Native	0	0	\$0
Hispanic or Latino	209	91	\$227,500
Native American	13	4	\$10,000
Other Pacific Islander	17	7	\$17,500
Rural	0	0	\$0
Veteran	102	30	\$75,000
White	183	76	\$190,000
Women	912	342	\$855,000

Operations of the Alameda County MBCRG Program have concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

COUNTY: Amador FISCAL AGENT: Chabot-Las Positas Community College District

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	41	15	\$37,500
African American		0	\$0
Alaskan Native	0	0	\$0
Asian		0	\$0
Hawaiian Native	0	0	\$0
Hispanic or Latino	3	3	\$7,500
Native American			\$2,500
Other Pacific Islander	0	0	\$0
Rural	0	0	\$0
Veteran	4	3	\$7,500
White	28	10	\$25,000
Women	20	10	\$25,000

All funding for Amador County has been exhausted and the MBCRG Program has concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

COUNTY: Butte FISCAL AGENT: 3CORE Inc.

KEY OUTREACH ACTIVITIES:

3CORE has continued to provide information on the CA Microbusiness COVID19 Relief Grant program to partner groups and organizations throughout this reporting period. 3CORE staff have also attended various community events throughout Butte County to provide information about the program to possible eligible applicants. This information has been provided in Spanish, English and Hmong, including program flyers as a leave behind.

Events where outreach has taken place during this reporting period include presentations on the program at various chamber mixer events that took place in the town of Paradise, Chico, and Oroville. One of the events was sponsored by the North State Hispanic Chamber, where the presentation was provided in Spanish, for the primarily Spanish speaking business owners in attendance.

To date, the partner organizations that 3CORE has provided this information to in Butte County include:

- The North State Hispanic Chamber of Commerce
- The Town of Paradise
- Butte County Administration
- Team Chico, which includes the Chico Chamber of Commerce, City of Chico, Alliance for Workforce Development (the local workforce development provider), Butte College The Training Place, Butte College Small Business Development Center, CSU Chico, The Downtown Chico Business Association, Explore Butte County, and the North State Planning and Development Collective.

3CORE staff, in partnership with the North State Hispanic Chamber of Commerce have provided information to minority owned businesses in Butte County by visiting with business owners in-person and providing technical assistance, as needed, for them to apply. This includes sitting down with the business owner and completing the application with them on a laptop. The Hispanic Chamber also provided information by periodically conducting live interviews in Spanish via their social media platforms. Interviews have included 3CORE staff providing information on the CA Microbusiness Grant Program.

*3CORE is managing the Microbusiness COVID-19 Relief Grant Program for Butte and Tehama counties.

AWARDS SUMMARY (FINAL) Applications Received – 137 Final Awards Made – 82

COUNTY: Butte FISCAL AGENT: 3CORE Inc.

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	137	82	\$205,000
African American	15	3	\$7,500
Alaskan Native	3		\$2,500
Asian	7	3	\$7,500
Hawaiian Native			\$2,500
Hispanic or Latino	49	38	\$95,000
Native American	2		\$2,500
Other Pacific Islander			\$2,500
Rural	39	20	\$50,000
Veteran	7	2	\$5,000
White	50	30	\$75,000
Women	70	41	\$102,500

All funding for Butte County has been exhausted and the MBCRG Program has concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

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COUNTY: Contra Costa

FISCAL AGENT: Chabot-Las Positas Community College District

KEY OUTREACH ACTIVITIES:

The Microbusiness COVID-19 Relief Grant round 1 was launched on May 17, 2022, and ended on October 19, 2022. After reviewing the number of awards, Chabot-Las Positas Community College District (CLPCCD) decided to start round 2 on January 18 and ended it on April 2, 2023. CLPCCD partnered with Southwest Community College District's Small Business Development Center (SBDC) to help administer the grant program and provide technical assistance. The application was created by SBDC to protect against fraud, waste, and abuse while making the application process as simple as possible. Marketing material was created in five languages, English, simple Chinese, Tagalog, Vietnamese, and Spanish. The website was launched with collateral posted online.

CLPCCD's outreach team held Zoom webinars and in person training events for partners in Contra Costa County. CLPCCD connected with County Supervisors office answering questions and encouraging their help contacting their micro businesses. Social media ads were created and boosted on Facebook and Instagram. CLPCCD worked with 4 external partners for outreach to deliver material to targeted areas via e-mail, social media, and hand delivery of the flyers. Time was spent with the Regional Partners making sure their questions were answered so they could get the word out. Webinars were hosted for the business groups and partner's support. Communication and collaboration ensued with partners to assist applicants and encourage them to apply. Interviewed and prepped partner for Telemundo, Channel 5 new broadcast.

From the start of the Microbusiness Grant application process dated May 17, 2022, through June 15, 2023, Contra Costa County had 985 applicants with 393 paid, and 592 denied. Of the 465 available grants, we were able to award 393.

* CLPCCD is managing the Microbusiness COVID-19 Relief Grant Program for Alameda, Amador, Contra Costa, and El Dorado Counties.

AWARDS SUMMARY (FINAL) Applications Received – 985 Final Awards Made – 393

COUNTY: Contra Costa FISCAL AGENT: Chabot-Las Positas Community College District

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	985	393	\$982,500
African American	312	131	\$327,500
Alaskan Native	11	3	\$7,500
Asian	141	40	\$100,000
Hawaiian Native	0	0	\$0
Hispanic or Latino	174	80	\$200,000
Native American	0	0	\$0
Other Pacific Islander	7	4	\$10,000
Rural	0	0	\$0
Veteran	55	25	\$62,500
White	168	67	\$167,500
Women	582	228	\$570,000

Operations of the Contra Costa County MBCRG Program have concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

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COUNTY: El Dorado

FISCAL AGENT: Chabot-Las Positas Community College District

KEY OUTREACH ACTIVITIES:

The Microbusiness COVID-19 Relief Grant round 1 was launched on May 17, 2022, and ended on October 19, 2022. After reviewing the number of awards, Chabot-Las Positas Community College District (CLPCCD) decided to start round 2 on January 18 and ended it on April 2, 2023. CLPCCD partnered with Southwest Community College District's Small Business Development Center (SBDC) to help administer the grant program and provide technical assistance. The application was created by SBDC to protect against fraud, waste, and abuse while making the application process as simple as possible. Marketing material was created in five languages, English, simple Chinese, Tagalog, Vietnamese, and Spanish. The website was launched with collateral posted online.

CLPCCD's outreach team held Zoom webinars and in person training events for partners in El Dorado County. CLPCCD connected with County Supervisors office answering questions and encouraging their help contacting their micro businesses. Social media ads were created and boosted on Facebook and Instagram. CLPCCD worked with 4 external partners for outreach to deliver material to targeted areas via e-mail, social media, and hand delivery of the flyers. Time was spent with the Regional Partners making sure their questions were answered so they could get the word out. Webinars were hosted for the business groups and partner's support. Communication and collaboration ensued with partners to assist applicants and encourage them to apply. Interviewed and prepped partner for Telemundo, Channel 5 new broadcast.

From the start of the Microbusiness Grant application process dated May 17, 2022, through June 15, 2023, El Dorado County had 109 applicants with 53 paid, and 56 denied. Of the 78 available grants, CLPCCD was able to award 53

* CLPCCD is managing the Microbusiness COVID-19 Relief Grant Program for Alameda, Amador, Contra Costa, and El Dorado Counties.

AWARDS SUMMARY (FINAL) Applications Received – 109 Final Awards Made – 53

COUNTY: El Dorado FISCAL AGENT: Chabot-Las Positas Community College District

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	109	53	\$132,500
African American	3	2	\$5,000
Alaskan Native	0	0	\$0
Asian	4	2	\$5,000
Hawaiian Native	0	0	\$0
Hispanic or Latino	8	2	\$5,000
Native American	4	2	\$5,000
Other Pacific Islander	0	0	\$0
Rural	0	0	\$0
Veteran	4	3	\$7,500
White	57	27	\$67,500
Women	65	32	\$80,000

Operations of the El Dorado County MBCRG Program have concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

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COUNTY: Fresno

FISCAL AGENT: County of Fresno and the Fresno Area Hispanic Foundation

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	733	429	\$1,072,500
African American	66	44	\$110,000
Alaskan Native	10	3	\$7,500
Asian	80	28	\$70,000
Hawaiian Native		0	\$0
Hispanic or Latino	486	314	\$785,000
Native American			\$2,500
Other Pacific Islander		0	\$0
Rural	266	94	\$235,000
Veteran	2	2	\$5,000
White	67	31	\$77,500
Women	444	255	\$637,500

All funding for Fresno County has been exhausted and the MBCRG Program has concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

COUNTY: Imperial FISCAL AGENT: County of Imperial

KEY OUTREACH ACTIVITIES:

During the months of March 14th through June 8th, Imperial Valley Small Business Development Center staff reopened the Microbusiness COVID-19 Relief Grant Application and restarted marketing through the following methods: social media ads (English and Spanish), email newsletters, and community events, in order to reach the goal of awarding 78 microbusinesses.

Interested microbusinesses were asked to set up a one-on-one meeting with staff so that the eligibility requirements could be explained and, if determined a good fit, to assist with submitting documents within their online application.

Over the last few months, a total of 50 applications were received and 42 grants were awarded by the County of Imperial. After awarding 36 from the first round of openings from September through November 2022, the last 42 awards allowed the County of Imperial to reach the goal of serving 78 eligible microbusinesses in Imperial County.

AWARDS SUMMARY (FINAL) Applications Received – 139 Awards Made – 78

COUNTY: Imperial FISCAL AGENT: County of Imperial

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	139	78	\$195,000
African American	9	0	\$0
Alaskan Native	0	0	\$0
Asian	3		\$2,500
Hawaiian Native	0	0	\$0
Hispanic or Latino	111	73	\$182,500
Native American	2	0	\$0
Other Pacific Islander	0	0	\$0
Rural	124	35	\$87,500
Veteran	5		\$2,500
White	12	4	\$10,000
Women	101	57	\$142,500

All funding for Imperial County has been exhausted and the MBCRG Program has concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

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COUNTY: Kern FISCAL AGENT: Kern County Employers' Training Resource and Kern Economic Development Foundation

KEY OUTREACH ACTIVITIES:

Employers' Training Resource (ETR) held regular meetings to discuss potential ways of outreach that could boost application numbers throughout the life of the grant and as the end of the program approached. At a meeting held April 24, 2023, ETR addressed the continuation of advertising the grant on Radio and TV spots. On May 10, 2023, ETR spoke with the marketing team to push the program weekly to further the reach to potential applicants to ensure the goal was met. ETR continued to receive a boost in applications in March, April, and May due to the spread of information regarding the funding from previously approved applicants. Word of mouth continued to be the most effective form of outreach for this grant. ETR reached its goal of 369 approved applications on Tuesday, May 16, 2023. ETR met with the partners to finalize the last funding rounds and final invoices on May 30, 2023.

Kern Women's Business Center (KWBC) continued to receive an influx of potential clients from the Vietnamese community because of a past applicant who spread the news via word of mouth. KWBC continued to hold appointments for clients to assist them with filling out the application and ensuring that they submitted the correct documents. They completed the program with 168 approved applications.

The Community Action Partnership of Kern (CAPK) assisted potential applicants on the phone, by email, or through walk-ins, by providing them with the application and answering questions potential participants had about the required documents. They also used the additional staff in outer-lying areas of the county with their outreach efforts to make a final push for the last few months of the program. They completed the program with 82 approved applications.

Kern Economic Development Foundation (KEDF) was available via email, phone calls, and walk-ins for applicants to ask questions and drop off their applications. In the last quarter, KEDF focused on preparing and mailing funding rounds so the applicants would receive funding as soon as possible. They completed the program with 56 approved applications.

During its weekly Wednesday webinars, the Small Business Development Center (SBDC) promoted the Microbusiness Grant virtually. SBDC also provided clients with applications and assisted them with any questions regarding their applications on the phone and by email. They also shared information about the program at the Kern Women's Business Conference in April 2023. They completed the program with 63 approved applications.

AWARDS SUMMARY (FINAL) Applications Received – 640 Final Awards Made – 369

COUNTY: Kern

FISCAL AGENT:

Kern County Employers' Training Resource and Kern Economic Development Foundation

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	640	369	\$922,500
African American	90	63	\$157,500
Alaskan Native	0	0	\$0
Asian	109	72	\$180,000
Hawaiian Native		0	\$0
Hispanic or Latino	146	30	\$75,000
Native American	6	4	\$10,000
Other Pacific Islander	0	0	\$0
Rural	177	116	\$290,000
Veteran	26	13	\$32,500
White	61	48	\$120,000
Women	349	212	\$530,000

All funding for Kern County has been exhausted and the MBCRG Program has concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

COUNTY: Kings FISCAL AGENT: County of Kings Job Training Office

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	124	63	\$157,500
African American	8	5	\$12,500
Alaskan Native	0	0	\$0
Asian	7	2	\$5,000
Hawaiian Native	0	0	\$0
Hispanic or Latino	86	40	\$100,000
Native American	0	0	\$0
Other Pacific Islander	2	0	\$0
Rural	53	32	\$80,000
Veteran	0	0	\$0
White	21	16	\$40,000
Women	59	43	\$107,500

All funding for Kings County has been exhausted and the MBCRG Program has concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

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COUNTY: Lake

FISCAL AGENT: Lake County Economic Development Corporation

KEY OUTREACH ACTIVITIES:

Lake County Economic Development Corporation's (LCEDC) efforts and initiatives aimed at informing and assisting businesses in Lake County to take advantage of the Microbusiness COVID-19 Relief Grant. LCEDC's aim was to assist these businesses in sustaining their operations and adapting to the changes that arrived post pandemic. LCEDC utilized various communication channels to reach out to the county's businesses. These channels included:

- Website: LCEDC promptly updated its website with comprehensive information about the grant. The website provided detailed guidelines, eligibility criteria and application instructions ensuring businesses had access to the accurate information.
- 2. Social Media: LCEDC utilized Facebook to amplify its outreach efforts. Regular posts that highlighted the grants benefits, criteria, deadline and application process.
- 3. Business Walk Campaign: implemented to directly reach local businesses with concise information and aid possible recipients to the website to apply and offer further details and personal support through the process.
- 4. Webinars/Workshops: provided in English and Spanish to educate businesses about the grant and assist them with the application.
- 5. Press Releases: two press releases were published and picked up by local news media, one at the launch of the application portal and the second announcing the closing of the portal on May 31.

The successful applicants were able to leverage the financial support received from the grant to help overcome the challenges they endured due to the pandemic and sustain their businesses.

LCEDC received 31 grant application and awarded eight (8) grants to Lake County's local microbusinesses.

AWARDS SUMMARY (FINAL) Applications Received – 31 Final Awards Made – 8

This Program is funded by the State of California and administered by the Office of the Small Business Advocate (CalOSBA)

COUNTY: Lake

FISCAL AGENT: Lake County Economic Development Corporation

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	31	8	\$20,000
African American	2	0	\$0
Alaskan Native	0	0	\$0
Asian		0	\$0
Hawaiian Native	0	0	\$0
Hispanic or Latino	5		\$2,500
Native American	0	0	\$0
Other Pacific Islander		0	\$0
Rural	0	0	\$0
Veteran	0	0	\$0
White	21	6	\$15,000
Women	23	7	\$17,500

Operations of the Lake County MBCRG Program have concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

COUNTY: Lassen FISCAL AGENT: Sierra Business Council

KEY OUTREACH ACTIVITIES:

Sierra Business Council (SBC) created buzz and anticipation amongst community partners in the four-county region about the Microbusiness COVID-19 Relief Grant Program. There was much interest in the program when SBC was initially collecting partnership agreements, so when the program went live, their focus was on reengaging those partners through direct email, newsletter blasts, phone calls, and social media. The program has been announced multiple times throughout the Sierra Business Council e-news blast, which has a reach of over 2,500 readers.

SBC released a partner toolkit, in both English and Spanish, for all 12 partners to utilize. This includes newsletter copy, flyers, social media graphics, and social media language examples.

The program was able to fully expend funding in Plumas, Modoc, and Sierra Counties.

Despite over 65 hours of technical assistance, outreach, and reporting for this program, Lassen County was not able to fully expend its allocation. In February, Sierra SBDC sent an enews blast specifically to 31 clients of the SBDC alerting them to the grant opportunity.

In May, Sierra SBDC staff identified a community leader and met with them about the program. This person was able to share the contact information of other small businesses in the region that had been impacted by COVID-19, and SBC was able to grant 5 additional grants. This includes a hairstylist who was unable to apply for any other relief funding due to technical challenges. SBC staff walked her through every step of the application so that she was finally able to access a grant to help her recover!

The application process for all four counties launched May 31st and closed on June 30th and Plumas County received 18 applications, with 9 eligible, so the program closed.

On July 6th, the application process for Modoc, Lassen, and Sierra counties re-opened on a first-come, first-served basis.

Plumas County received 18 applications, only 9 were found eligible and the application is fully allocated and now closed.

Sierra County received three applications, one was eligible. Program is closed. Lassen County received 10 applications, 9 are eligible. Program is closed.

Modoc County received 5 applications, one was ineligible. Program is fully allocated and closed.

* Sierra Business Council is managing the Microbusiness COVID-19 Relief Grant Program for Lassen, Modoc, Plumas, and Sierra Counties.

AWARDS SUMMARY (FINAL)

Applications Received – 10 Final Awards Made – 9

COUNTY: Lassen FISCAL AGENT: Sierra Business Council

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	10	9	\$22,500
African American	0	0	\$0
Alaskan Native	0	0	\$0
Asian	0	0	\$0
Hawaiian Native	0	0	\$0
Hispanic or Latino	0	0	\$0
Native American			\$2,500
Other Pacific Islander	0	0	\$0
Rural	9	9	\$22,500
Veteran	0	0	\$0
White	8	8	\$20,000
Women	6	6	\$15,000

Operations of the Lassen County MBCRG Program have concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

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COUNTY: Los Angeles FISCAL AGENT: County of Los Angeles

KEY OUTREACH ACTIVITIES:

Los Angeles County (County) Department of Economic Opportunity (DEO) is implementing the California Microbusiness COVID-19 Relief Grant Program (MBCRG) as part of the County's Economic Opportunity Grant Program (EOG), which combines MBCRG with four American Rescue Plan Act grant programs. EOG seeks to disburse over \$54 million across 6,800 grants to microbusinesses, small businesses, and nonprofit agencies, prioritizing the most COVID-impact regions and organizations in LA County. Eligible grantees may be awarded between \$2,500 and \$25,000. DEO has partnered with Lendistry to create the application portal and the Los Angeles Regional Small Business Development Center Network (LA SBDC) to provide outreach and application assistance.

Our outreach and application assistance strategy includes:

- Webinars/Virtual Office Hours
 - Daily webinars and virtual office hours in English and Spanish
- Website and Digital Outreach
 - Regular newsletter distribution and social media promotion
- Customer Support Call Center
 - Fielding thousands of inbound calls to answer programmatic questions and outbound calls to potential applicants
- Tech Support Center
 - Assists with IT issues related to the application portal
- Launch Events/Media Outreach
 - Press conferences, briefings, and other outreach activities and features in local media outlets
- Program Collateral
 - Materials available in over 10 languages and posters placed in over 220 locations throughout LA County with high concentrations of small businesses
- In-Person Strategies
 - Application events and local canvassing throughout the County including at business corridors, swap meets, flea markets and farmers markets
- Stakeholder Presentations
 - Presentations and trainings to all LA County Board of Supervisors Offices, LA County Workforce Development Board, LA County Small Business Commission, America's Job Centers of California, the Community Economic Resilience Fund network, the Artesia Chamber of Commerce, East LA Business Roundtable, Black Business Association, SCORE Long Beach/South Bay, Senator Portantino's Small Business Planning Meeting, Congresswoman Barragan's Small Business Roundtable and more
- Community-based Partnerships
 - Network of over 10 additional organizations for outreach and application assistance in specific communities throughout the County

AWARDS SUMMARY (AS OF 05/31/2023)

Applications Received – 22,389 Final Awards Made – 1,149

COUNTY: Los Angeles FISCAL AGENT: County of Los Angeles

AGGREGATE DEMOGRAPHICS DATA (AS OF 05/31/2023): †

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	22,389	1,149	\$2,872,500
African American	4,346	189	\$472,500
Alaskan Native	5	0	\$0
Asian	4,110	209	\$522,500
Hawaiian Native	13	2	\$5,000
Hispanic or Latino	4,513	271	\$677,500
Native American	199	15	\$37,500
Other Pacific Islander	105	6	\$15,000
Rural	0	0	\$0
Veteran	267	14	\$35,000
White	6,446	409	\$1,022,500
Women	10,431	623	\$1,557,500

† Numbers are finalizing as of the publishing of this report. A revised report will be published once final numbers are received from the County.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

COUNTY: Madera FISCAL AGENT: County of Madera

KEY OUTREACH ACTIVITIES:

At the start of the program, Madera County partnered with four community-based organizations (CBO's) to provide outreach in the community. The four CBO's included: Community Action Partnership of Madera County, Madera Chamber of Commerce, Madera Coalition for Community Justice, and Madera Workforce. These four CBO's were strategically selected as they work with underserved communities and individuals on a daily basis. The CBO's informed those they serve about the Microbusiness COVID-19 Relief Grant Program (MBCRG) Program, when applicable. Flyers were provided for distribution to each of the four partners in both English and Spanish. These flyers were posted on each of the CBO's front desks and community boards and distributed to the individuals they serve.

The website page launched on March 10, 2022 and has now been removed as the program came to an end. The website contained information for the program which included guidelines, requirements, application form, and FAQs. The website page was an asset from the start of the program as it contained all relevant information in one place. Madera County Economic Development Commission (MCEDC) offered support to non-English speakers through their bilingual staff.

Various outreach strategies were implemented. MCEDC reached out to microbusinesses that received a grant from the County's CARES Small Business Assistance Program from 2020, that could potentially qualify for this program. MCEDC also shared Microbusiness COVID-19 Relief Grant Program information with those applying to the County's ARPA Small Business Assistance Program, that could also potentially qualify for the Microbusiness Grant Program. Unfortunately, very few that applied for the County's ARPA Small Business Assistance Program met the requirements for the MBCRG Program.

Media engagements consisted of Facebook posts on the County of Madera page, the MCCJ page, the CAPMC page, the MCEDC page, and the Madera Workforce page. MCEDC included information about the program on their monthly enewsletter.

AWARDS SUMMARY (FINAL) Applications Received – 19 Final Awards Made – 17

COUNTY: Madera FISCAL AGENT: County of Madera

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	19	17	\$42,500
African American	0	0	\$0
Alaskan Native	0	0	\$0
Asian	0	0	\$0
Hawaiian Native	0	0	\$0
Hispanic or Latino	6	5	\$12,500
Native American			\$2,500
Other Pacific Islander	0	0	\$0
Rural	0	0	\$0
Veteran	0	0	\$0
White	9	7	\$17,500
Women	10	10	\$25,000

Operations of the Madera County MBCRG Program have concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

COUNTY: Marin FISCAL AGENT: County of Marin

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	204	111	\$277,500
African American	17	12	\$30,000
Alaskan Native		0	\$0
Asian	20	7	\$17,500
Hawaiian Native	2		\$2,500
Hispanic or Latino	43	30	\$75,000
Native American	5	3	\$7,500
Other Pacific Islander	0	0	\$0
Rural	17	13	\$32,500
Veteran	11	6	\$15,000
White	103	52	\$130,000
Women	126	68	\$170,000

All funding for Marin County has been exhausted and the MBCRG Program has concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

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COUNTY: Mariposa FISCAL AGENT: County of Mariposa

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	16	8	\$20,000
African American	0	0	\$0
Alaskan Native	0	0	\$0
Asian	2	0	\$0
Hawaiian Native	0	0	\$0
Hispanic or Latino			\$2,500
Native American			\$2,500
Other Pacific Islander	0	0	\$0
Rural	16	8	\$20,000
Veteran	0	0	\$0
White	13	7	\$17,500
Women	12	6	\$15,000

All funding for Mariposa County has been exhausted and the MBCRG Program has concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

COUNTY: Mendocino FISCAL AGENT: County of Mendocino and Economic Development and Financing Corporation

KEY OUTREACH ACTIVITIES:

Economic Development and Financing Corporation (EDFC) awarded 25 Microbusiness COVID-19 Relief Grant (MBCRG) awards to local businesses across the County. 213 microbusinesses started applications, many of which were determined ineligible after working through the required documentation. Community partners such as the Chamber, Greater Ukiah Business & Tourism Alliance, SBDC, Workforce Investment Board, NCO, Community Foundation, the County and Women's Business Center shared the grant opportunity in social media campaigns with their audiences.

Monthly, EDFC sent updates to 856 newsletter subscribers. Public service announcements were shared in both English and Spanish with the local radio stations. EDFC offered in-person Zoom information sessions in English and Spanish on an as needed basis. Presentations were given at Chamber Mixers in both Ukiah and Willits, MAC meetings and any opportunity that EDFC had a audience. Staff worked with local tax preparers and a Hispanic Business Center in effort to reach home based businesses. Tables were set up at the local Farmer's Market and flyers were shared. Although the goal of funding 35 grants was not reached, EDFC feels they made an impact and are pleased with the results. Staff spent countless hours working with applicants in gathering the required documentation to determine eligibility.

AWARDS SUMMARY (FINAL) Applications Received – 209 Final Awards Made – 25

COUNTY: Mendocino FISCAL AGENT: County of Mendocino and Economic Development and Financing Corporation

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	209	25	\$62,500
African American	7	0	\$0
Alaskan Native			\$2,500
Asian	3	0	\$0
Hawaiian Native	0	0	\$0
Hispanic or Latino	16	7	\$17,500
Native American	5		\$2,500
Other Pacific Islander		0	\$0
Rural	209	25	\$62,500
Veteran	6	0	\$0
White	89	17	\$42,500
Women	94	18	\$45,000

Operations of the Mendocino County MBCRG Program have concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

COUNTY: Merced

FISCAL AGENT: County of Merced Department of Workforce Investment

KEY OUTREACH ACTIVITIES:

Merced County developed its final approach to the Microbusiness COVID-19 Relief Grant by securing an additional 19 applicants from new submissions and individuals previously denied because of a lack of documentation to their previous application. Merced County also worked with its partners by advertising the final stretch of the program, including a door-to-door approach to identifying applicants interested in the grant. Partners also conducted workshops and application sessions to provide technical support who were inexperienced with computers. Merced County operators also experienced hardship from the post-storms that affected rural communities because of the flood and other damages. The consequence of the previous storms caused damages to owners' financial records to apply for the program for assistance. Merced County was able to help by gathering enough information to allow the increase of new applicants in rural areas.

In the end, Merced County secured 111 microbusinesses awarded through the program – this assisted in their day-to-day operational needs and allowing the owners and operators an opportunity to continue their business during these trying times. Merced County is now in the final stages of processing the last awards to close the program successfully. At the program's conclusion, Merced County will update the website, informing the community that those who have received the grant funds will contact the office for 1099 questions and documents and a flyer that will be shared with the community letting residents know the program is now closed.

AWARDS SUMMARY (FINAL) Applications Received – 213 Final Awards Made – 111

COUNTY: Merced

FISCAL AGENT: County of Merced Department of Workforce Investment

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	213	111	\$277,500
African American	14	6	\$15,000
Alaskan Native	0	0	\$0
Asian	20	11	\$27,500
Hawaiian Native	2		\$2,500
Hispanic or Latino	130	70	\$175,000
Native American	2		\$2,500
Other Pacific Islander	0	0	\$0
Rural	88	49	\$122,500
Veteran	4	3	\$7,500
White	40	20	\$50,000
Women	130	63	\$157,500

Operations of the Merced County MBCRG Program have concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

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COUNTY: Modoc FISCAL AGENT: Sierra Business Council

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	5	4	\$10,000
African American		0	\$0
Alaskan Native	0	0	\$0
Asian	0	0	\$0
Hawaiian Native	0	0	\$0
Hispanic or Latino	0	0	\$0
Native American	0	0	\$0
Other Pacific Islander	0	0	\$0
Rural	4	4	\$10,000
Veteran	0	0	\$0
White	4	4	\$10,000
Women	3	2	\$5,000

All funding for Modoc County has been exhausted and the MBCRG Program has concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

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COUNTY: Monterey

FISCAL AGENT: Monterey County Workforce Development Board

KEY OUTREACH ACTIVITIES:

OUTREACH

The resources Monterey County Workforce Development Board (MCWDB) developed include the application, flyers, PowerPoint presentations, live recordings of the informational webinars, and frequently asked questions (FAQs) in both English and Spanish. A dedicated webpage was also created that includes a widget to enable translations to other languages. Both the MCWDB team and partners conducted outreach in-person and online through email blasts to various distribution lists, social media posts, and door-to-door visits. All partners were required to report their outreach efforts to the MCWDB team via an electronic form on a regular basis. Doing so allowed the MCWDB team to not only understand what businesses were being reached and where, but also for them to be able to cross-reference with their applicant database later to identify what percentage of those contacted had applied and been awarded.

TECHNICAL ASSISTANCE

Technical assistance was available in both English and Spanish and included a walkthrough of the program requirements and help with submission of the application. The MCWDB team and partners were available to applicants for assistance via email, telephone, and inperson. After an application was submitted, communication between the MCWDB team and the applicant was done primarily via email to not only provide confirmation that their application was received, but to also send ongoing updates and ultimately notify them of their award status. Additional assistance was also given, in the event an application was missing one or more of the required documents. The intent of doing so was to ensure that each applicant fully understood what was required and had an opportunity to submit what was missing, should there have been a translation miscommunication the first go-round. To assist the MCWDB team with tracking applicant data and reviewing applications for eligibility, an internal database and application review process were also established.

One of the MCWDB partners was in communication with a community leader to collaborate on a special event in Kings City on April 18, 2023, whereas microbusiness owners had the opportunity to learn about the eligibility criteria, ask questions, and submit applications. MCWDB staff was present to help ensure that all the required documents were submitted and began processing the applications in real time. All the approved applications received from this event and others up until the application period closed received their checks inperson to prevent any receipt issues via posted mail.

AWARDS SUMMARY (FINAL)

Applications Received – 164 Final Awards Made – 96
COUNTY: Monterey FISCAL AGENT: Monterey County Workforce Development Board

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	164	96	\$240,000
African American	7	4	\$10,000
Alaskan Native			\$2,500
Asian	8	0	\$0
Hawaiian Native		0	\$0
Hispanic or Latino	120	77	\$192,500
Native American			\$2,500
Other Pacific Islander		0	\$0
Rural	0	0	\$0
Veteran	5	0	\$0
White	24	12	\$30,000
Women	106	61	\$152,500

Operations of the Monterey County MBCRG Program have concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

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COUNTY: Napa FISCAL AGENT: County of Napa

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	209	54	\$135,000
African American	25		\$2,500
Alaskan Native	0	0	\$0
Asian	17	2	\$5,000
Hawaiian Native	0	0	\$0
Hispanic or Latino	73	14	\$35,000
Native American			\$2,500
Other Pacific Islander	0	0	\$0
Rural	0	0	\$0
Veteran	3	0	\$0
White	89	32	\$80,000
Women	130	30	\$75,000

All funding for Napa County has been exhausted and the MBCRG Program has concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

COUNTY: Nevada FISCAL AGENT: Nevada County and Sierra Business Council

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	54	43	\$107,500
African American			\$2,500
Alaskan Native	0	0	\$0
Asian	2	2	\$5,000
Hawaiian Native	0	0	\$0
Hispanic or Latino	2	2	\$5,000
Native American			\$2,500
Other Pacific Islander	43	43	\$107,500
Rural	0	0	\$0
Veteran	33	33	\$82,500
White	28	28	\$70,000
Women	0	0	\$0

All funding for Nevada County has been exhausted and the MBCRG Program has concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

COUNTY: Orange

FISCAL AGENT: Orange County Workforce Development Board

KEY OUTREACH ACTIVITIES:

Throughout the course of the program, the Orange County Workforce and Economic Development Division (OCWEDD) partnered with the Cities, Chambers of Commerce, Public Libraries, and other organizations throughout Orange County to provide outreach for the program. In efforts to better reach the target demographics, Orange County CEO Executives conducted a social media campaign by sharing the program on all social media platforms. The board members also assisted by sharing the program with their networks. In addition to those techniques, OCWEDD utilized social media platforms, website, local newspapers, and local televised news outlets (Telemundo) to share information on the program. OCWEDD staff contributed to the distribution of information by sharing flyers during regional meetings, business events (such as SBDC Conferences), and by conducting monthly informational virtual webinars to answer any questions regarding the application and program. Through these efforts OCWEDD received 3,913 applications and were able to distribute the allotted funds to 1,470 eligible Microbusiness who were impacted by COVID-19.

OCWEDD continues to provide live support to applicants and awardees during normal business hours through the Economic and Business Recovery call center with translation services available to callers in more than 240 languages. Through the course of the program the call center has assisted applicants and awardees with technical issues, questions on the application, and continues to be the main point of contact for awardees.

In addition to the outreach strategies mentioned above, street canvassing was performed by program staff in Orange County neighborhoods handing out flyers to sidewalk vendors. The County's libraries, Workforce Solutions Center and Mobile One-Stop center were all made available to applicants to provide access to the application site if needed.

AWARDS SUMMARY (FINAL) Applications Received – 3,913 Final Awards Made – 1,470

COUNTY: Orange

FISCAL AGENT: Orange County Workforce Development Board

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	3,913	1,470	\$3,675,000
African American	208	69	\$172,500
Alaskan Native	4		\$2,500
Asian	1,228	422	\$1,055,000
Hawaiian Native	38	2	\$5,000
Hispanic or Latino	935	396	\$990,000
Native American	44	18	\$45,000
Other Pacific Islander	32	12	\$30,000
Rural	397	138	\$345,000
Veteran	141	63	\$157,500
White	1,430	572	\$1,430,000
Women	1,996	743	\$1,857,500

All funding for Orange County has been exhausted and the MBCRG Program has concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

COUNTY: Placer

FISCAL AGENT: Placer County and Sierra Business Council

KEY OUTREACH ACTIVITIES:

Placer County and its partners engaged in a widespread outreach campaign to ensure that the MBCRG program was being distributed across the entire county and especially to reach the underserved, smallest businesses in the county. Prior to opening Rounds One and Two of the program, the County entered into an intensive County-wide marketing effort that included Spanish language radio ads, earned media, press releases, and more. Additional rounds of radio ads went live in the early part of 2023. The program has now closed as of June 2nd, 2023.

In preparation for program closing, the County and its partners entered into a final outreach effort with the marketing "last chance" and were able to receive a number of new applications through this outreach strategy. The metrics for that newsletter are below. In addition to the newsletter, staff presented once again at multiple partner meetings with the same "last chance" marketing language.

Sierra Business Council (SBC) and County staff worked many different outreach strategies to reach the underserved business community of Placer County over the past year plus. The final result is nearly a full allocation of grant funding for this program. The grants received by the microbusinesses we were able to reach are deeply appreciated by the recipients.

Throughout the entire application, Sierra Business Council staff provided have provided all of the technical assistance necessary to applicants. This included over 150 hours of direct, technical assistance for the program from 2/1/22 to 6/5/23 by staff and Small Business Development Center advisors. Many applicants required assistance gathering documentation to prove that the business was in operation in 2019 and provide an explanation of revenue that meets the required \$50,000 limit. SBC's technical assistance includes phone calls, zoom meetings, and emails.

SBC staff reviewed eligibility quiz results and application submittals daily to ensure that no mistakes were made. SBC took care to contact applicants where errors were clear, and communicate quickly with applicants found ineligible to ensure no mistakes were made. As of 6/30/23 SBC has received 204 applications, of which 131 are eligible. As displayed in our performance metrics, we did receive a large number of applications that appear to be fraudulent.

AWARDS SUMMARY (FINAL) Applications Received – 204 Final Awards Made – 131

COUNTY: Placer

FISCAL AGENT: Placer County and Sierra Business Council

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	204	131	\$327,500
African American	14	4	\$10,000
Alaskan Native			\$2,500
Asian	13	6	\$15,000
Hawaiian Native	3		\$2,500
Hispanic or Latino	20	11	\$27,500
Native American	7	6	\$15,000
Other Pacific Islander	4	3	\$7,500
Rural	107	74	\$185,000
Veteran	10	6	\$15,000
White	119	83	\$207,500
Women	113	77	\$192,500

Operations of the Placer County MBCRG Program have concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

COUNTY: Plumas FISCAL AGENT: Sierra Business Council

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	18	9	\$22,500
African American	0	0	\$0
Alaskan Native	0	0	\$0
Asian	0	0	\$0
Hawaiian Native	0	0	\$0
Hispanic or Latino	2		\$2,500
Native American	2		\$2,500
Other Pacific Islander	0	0	\$0
Rural	17	9	\$22,500
Veteran		0	\$0
White	12	6	\$15,000
Women	10	7	\$17,500

All funding for Plumas County has been exhausted and the MBCRG Program has concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

COUNTY: Riverside

FISCAL AGENT: County of Riverside and Charitable Ventures

KEY OUTREACH ACTIVITIES:

The County of Riverside Office of Economic Development (RivCoED), MBCRG program community partners, outlined below, and additional county partners across the county continue to collaborate to provide outreach and technical assistance for the MBCRG program. RivCoED and community partners have continued to promote the program in newsletters and on social media platforms as well as with city and chamber partners countywide to include the county's Hispanic Chambers of Commerce. All social media marketing and print materials have been produced in both English and Spanish.

Media buys ran from early May till the end of June with three radio stations, two of which were Spanish language radio. Over 850,000 total radio campaign impressions were made through the radio advertising schedule. Additionally, RivCoED staff did eleven on-air radio interviews as well as two TV news station interviews with KESQ (ABC affiliate - English) and Telemundo (Spanish) about the MBCRG program. Advertising funds were fully expended in June 2022, no additional paid media buys were made past that point.

Community-based partners:

- Asociación de Emprendedor@s
- Coachella Valley SBDC
- Get In Motion Entrepreneurs
- Microenterprise Collaborative of Inland Southern California
- Small Business Majority

Starting again in January 2023, Riverside County staff continued with a heavy push of the program with Community-based and countywide partners. In April and May 2023, more than 40,000 email recipients continued to receive information on the grant program from all partners combined and the program was promoted through the department's social media platforms and in newsletter distribution to over 30,000 subscribers which include all the county's community and city chambers of commerce.

RivCoED staff, the Coachella Valley Small Business Development Center (CVSBDC), and other community partners continued to promote the program on a regular basis via consultants' 1:1 appointments, events, office incoming calls, initial intakes, and any opportunity that might seem fit to mention the program. In the last 90 days, RivCoED attended several specials events to where the program was promoted with marketing collateral.

AWARDS SUMMARY (FINAL)

Applications Received – 4,555 Final Awards Made – 229

COUNTY: Riverside FISCAL AGENT: County of Riverside and Charitable Ventures

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	4,555	229	\$572,500
African American	1,096	51	\$127,500
Alaskan Native	0	0	\$0
Asian	401	20	\$50,000
Hawaiian Native	73	5	\$12,500
Hispanic or Latino	1,559	82	\$205,000
Native American	0	0	\$0
Other Pacific Islander	0	0	\$0
Rural	0	0	\$0
Veteran	334	11	\$27,500
White	2,564	141	\$352,500
Women	2,703	147	\$367,500

Operations of the Riverside County MBCRG Program have concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

COUNTY: Sacramento

FISCAL AGENT: County of Sacramento Office of Economic Development

KEY OUTREACH ACTIVITIES:

Sacramento County, in partnership with the California Hispanic Chamber of Commerce, California Capital Financial Development Corporation, Sacramento Inclusive Economic Development Collaborative, and the Sacramento Metropolitan Chamber of Commerce; launched the Microbusiness COVID-19 Relief Grant Program (Program) application on April 1, 2022. Partners were selected based on their specialized skills with the diverse microbusinesses, their robust network communities, and ability to provide in-language support services.

Sacramento County closed the 5th and final round of the Program on March 30, 2023. A total of 59 grants were funded between April 2023-May 2023 and 305 applications have been awarded funding through the Program in total.

AWARDS SUMMARY (FINAL) Applications Received – 1,055 Final Awards Made – 305

COUNTY: Sacramento FISCAL AGENT: County of Sacramento Office of Economic Development

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	1,055	305	\$762,500
African American	269	61	\$152,500
Alaskan Native	0	0	\$0
Asian	167	38	\$95,000
Hawaiian Native	18	6	\$15,000
Hispanic or Latino	173	38	\$95,000
Native American	14	4	\$10,000
Other Pacific Islander	0	0	\$0
Rural	122	25	\$62,500
Veteran	42	13	\$32,500
White	394	135	\$337,500
Women	510	139	\$347,500

Operations of the Sacramento County MBCRG Program have concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

COUNTY: San Benito FISCAL AGENT: County of San Benito

KEY OUTREACH ACTIVITIES:

San Benito County's goal was to establish a quality grant program that aligned with our strategic goals: (1) operational development & excellence, (2) planning for sustainable growth, (3) technology, (4) community engagement, and (5) health & Safe communities, while prioritizing micro-businesses that have faced historical barriers to accessing capital. On January 25, 2022, the Board of Supervisors authorized the County Administrative Officer and staff to take all necessary steps to implement and accept the California Microbusiness COVID-19 Relief Grant to administer grants to qualified microbusinesses. On February 8, 2022, the Board of Supervisors approved and delegated the California Microbusiness Grant Oversight to the Economic Development Committee, consisting of two Board Supervisors and Administrative staff. During this meeting, it was also publicly announced that the County would be working towards finalizing the program and prepping for acceptance of grant applications. On February 10, 2022, the Economic Development Committee established a collaborative working group of partner agencies with connections to community businesses to support the California Microbusiness COVID-19 Relief Grant.

Given the county demographics1, with 87.4% identifying white alone and 60.8% identifying as Hispanic or Latino, San Benito County offered materials in English and Spanish and provided directions on how to access other languages if necessary. Throughout the duration of the program, they conducted three rounds, of which they successfully awarded eleven (11) microbusinesses out of the total forty-eight (48) applications received.

One of the challenges the County encountered throughout this process was the need for more eligible applicants to apply to the program based on the criteria the established standard limited the participation of local businesses. As the County may not modify the requirements, the selected group implemented a strategy to increase communications. San Benito County contacted even more community groups to address this matter, including the Hollister Downtown Association and the Community Service & Workforce Development office.

AWARDS SUMMARY (FINAL) Applications Received – 48 Final Awards Made – 11

COUNTY: San Benito FISCAL AGENT: County of San Benito

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	48	11	\$27,500
African American	10	0	\$0
Alaskan Native	0	0	\$0
Asian	2	0	\$0
Hawaiian Native	0	0	\$0
Hispanic or Latino	26	6	\$15,000
Native American			\$2,500
Other Pacific Islander	0	0	\$0
Rural	44	11	\$27,500
Veteran			\$2,500
White	24	8	\$20,000
Women	21	5	\$12,500

Operations of the San Benito County MBCRG Program have concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

COUNTY: San Bernardino FISCAL AGENT: San Bernardino County Economic Development Department

KEY OUTREACH ACTIVITIES:

San Bernardino County Economic Development Department can report that the Microbusiness COVID-19 Relief Grant touched a large majority of businesses. Outreach engagement during May and June included phoning applicants, promoting the grant to schools and organizations, and cold-calling potentially qualifying businesses. Weekly the grant operations team met to determine potential outcomes of the grassroots efforts set forth by the collective team. The County has reached out to local cities and community-based organizations to continue to get the word out about the grant and its availability.

Throughout May and June, the County continued to contact incomplete applicants and offer one on one assistance from the team. The County reached out to the Inland Counties Legal Services and they promoted the program to their clients, as much of their clientele fit the program criteria. The team also got in touch with local colleges and universities to promote the grant to student entrepreneurs. These schools included Cal State University San Bernardino, Barstow Community College, Chaffey College, and San Bernardino Valley College. Flyers were sent out in both English and Spanish.

The County compiled a list through D&B Hoovers of potential businesses who may qualify for the grant. The team reached out to these businesses through cold-calling and emailing, to notify them of the grant. Assistance was provided to those who were interested.

San Bernardino County Economic Development Department has made a great effort in contacting applicants directly through making calls to those who had begun the application but had not yet submitted. As of May 11th, the office completed the call list. Over 1059 calls have been made with 394 calls having been answered by applicants. Out of the applicants who answered the phone, 252 people were given further assistance by our staff. The County believes that through completing this call list, they were able to encourage more applicants to complete their applications through providing them one-on-one support.

AWARDS SUMMARY (FINAL) Applications Received – 1,997 Final Awards Made – 699

This Program is funded by the State of California and administered by the Office of the Small Business Advocate (CalOSBA)

COUNTY: San Bernardino FISCAL AGENT: San Bernardino County Economic Development Department

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	1,997	699	\$1,747,500
African American	836	323	\$807,500
Alaskan Native	37	15	\$37,500
Asian	155	37	\$92,500
Hawaiian Native	0	0	\$0
Hispanic or Latino	523	173	\$432,500
Native American	19	5	\$12,500
Other Pacific Islander	26	11	\$27,500
Rural	0	0	\$0
Veteran	81	30	\$75,000
White	400	135	\$337,500
Women	1,169	403	\$1,007,500

Operations of the San Bernardino County MBCRG Program have concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

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COUNTY: San Diego FISCAL AGENT: County of San Diego

KEY OUTREACH ACTIVITIES:

During this final reporting period the County of San Diego did not conduct any additional outreach activities for the purpose of obtaining additional applications. The activities performed this period were solely focused on the final review of items/documents that were previously submitted and performing final closeout activities.

Overall, the County issued a total of 1,501 Microbusiness Grants for the entire program. By advertising through social media, television, and print the County was able to reach a large target audience and obtain over 4,000 applications. To reach a diverse population, the County created a grant website which offered information about the program in English, Arabic, Chinese, Korean, Persian, Somali, Spanish, Tagalog and Vietnamese.

The County also utilized the services of four outreach partners to aid applicants, via the phone, email, or in-person regarding any questions or help submitting/resubmitting the required documentation. During the duration of the program these outreach providers also performed outreach activities by working closely with local community-based organizations, Chambers of Commerce, and business service organizations to spread the word and conducted door-to-door marketing in targeted areas.

The primary challenges we experienced during the program were:

- Unqualified/out of region applications.
- Applicants failing to submit complete and accurate documentation, which resulted in additional questions or applicants being excluded from funding.
- Applicants failing to adhere to deadlines.
- Business owners that applied under their business names but did not have an actual bank account under that name, which resulted in warrants being returned to the County to have the applicants name added to the warrant.

The activities during this round consisted of:

- Assisting applicants with completing required document submission.
- Review and processing of the remaining eligible applications.
- Answering questions.
- Issuance of remaining grant payments

AWARDS SUMMARY (FINAL)

Applications Received – 4,314 Final Awards Made – 1,501

COUNTY: San Diego FISCAL AGENT: County of San Diego

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	4,314	1,501	\$3,752,500
African American	879	318	\$795,000
Alaskan Native	0	0	\$0
Asian	318	133	\$332,500
Hawaiian Native	26	7	\$17,500
Hispanic or Latino	578	285	\$712,500
Native American	19	8	\$20,000
Other Pacific Islander	0	0	\$0
Rural	0	0	\$0
Veteran	252	101	\$252,500
White	1,035	453	\$1,132,500
Women	1,696	736	\$1,840,000

Operations of the San Diego County MBCRG Program have concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

COUNTY: San Francisco

FISCAL AGENT: Mission Economic Development Agency (MEDA)

KEY OUTREACH ACTIVITIES:

Mission Economic Development Agency (MEDA) started receiving applications for the program on August 8, 2022, and opened the application period multiple times. At the end of last year (2022) MEDA used a different strategy to process applications via direct referrals only. Similarly, they focused their outreach to specific businesses that they (and their partners) believe may qualify for the program, although they did not receive many referrals from their partners for the past few months. Outreach continued to be focused on businesses in the City of San Francisco, through other MEDA Programs, past clients, knocking on doors, and partner organizations. MEDA's FinTax program became a referral source for our grants, since it was easy for the team to collect documentation.

All of the marketing efforts and different initiatives have resulted in 830+ profiles created in the application management platform Lenderfit, with 391 applications received (including applications from businesses not in San Francisco, and not including duplicate applications), and 80 disbursed grants. The main reasons for declining applications continue to be 1) businesses not providing full documentation to package the application, 2) businesses receiving the CA Relief Grant, and 3) businesses with revenues over \$50,000 in 2019. This was a very difficult program to implement because many of the businesses in the network and partners' networks were not eligible for the reasons above.

AWARDS SUMMARY (FINAL) Applications Received – 391 Final Awards Made – 80

COUNTY: San Francisco

FISCAL AGENT: Mission Economic Development Agency (MEDA)

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	391	80	\$200,000
African American	24		\$2,500
Alaskan Native	0	0	\$0
Asian	23	14	\$35,000
Hawaiian Native	0	0	\$0
Hispanic or Latino	68	50	\$125,000
Native American	0	0	\$0
Other Pacific Islander	0	0	\$0
Rural	0	0	\$0
Veteran	2	0	\$0
White	60	13	\$32,500
Women	109	44	\$110,000

Operations of the San Francisco County MBCRG Program have concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

COUNTY: San Joaquin FISCAL AGENT: County of San Joaquin

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded***
Total	541	316	\$790,000
African American	152	83	\$207,500
Alaskan Native	0	0	\$0
Asian	86	40	\$100,000
Hawaiian Native	5	2	\$5,000
Hispanic or Latino	144	93	\$232,500
Native American	11	3	\$7,500
Other Pacific Islander	4	5	\$12,500
Rural	31	14	\$35,000
Veteran	21	11	\$27,500
White	138	67	\$167,500
Women	311	174	\$435,000

All funding for San Joaquin County has been exhausted and the MBCRG Program has concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

*** The dollars awarded is representative of the share of award provided through funding from the State of California. San Joaquin County supplemented the funding available to their awardees to provide grants of \$5,000.

COUNTY: San Mateo FISCAL AGENT: County of San Mateo and Renaissance Entrepreneurship Center

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	680	129	\$322,500
African American	46	8	\$20,000
Alaskan Native	0	0	\$0
Asian	227	37	\$92,500
Hawaiian Native	0	0	\$0
Hispanic or Latino	243	48	\$120,000
Native American	6	2	\$5,000
Other Pacific Islander	6	0	\$0
Rural	19	2	\$5,000
Veteran	17		\$2,500
White	208	39	\$97,500
Women	383	86	\$215,000

Operations of the San Mateo County MBCRG Program have concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

COUNTY: Santa Barbara

FISCAL AGENT: County of Santa Barbara and the Santa Barbara Foundation

KEY OUTREACH ACTIVITIES:

Santa Barbara Foundation (SBF) in partnership with the County of Santa Barbara and community-based organizations, during the performance period of April through June continued to progress towards the goal of distributing grants to eligible microbusinesses in Santa Barbara County as we approach the final deadline of June 30, 2023. The outreach efforts consisted of information sharing at local community-based organizations, radio interviews, media interviews, technical support office hours, and social media campaigns, and information sharing flyer handouts at local events. Public service announcements were shared in both English and Spanish.

These new outreach efforts helped significantly improve and encourage microbusinesses to apply and/or inquire about the Microbusiness COVID-19 Relief Grant program. SBF had an increase in inquiries and applications submitted.

Throughout the duration of the grant program, Santa Barbara Foundation staff provided all the technical assistance necessary to applicants. This included hosting office hours at various community-based organizations in Santa Barbara County with the most recent office hours hosted at the following locations:

- North County Thursday, May 25 / 10 am 12 noon
 - Santa Barbara Foundation
 - 2625 S. Miller St., Santa Maria, CA 93455
- South County Thursday, May 25 / 4 6 pm
 - Museum of Contemporary Art (formerly Contemporary Art Forum)
 653 Paseo Nuevo (Upstairs, opposite Center Stage Theatre) Santa Barbara, CA 93101

Many applicants required assistance gathering documentation to prove that the business was in operation in 2019 and provide an explanation of revenue that meets the required \$50,000 limit. In addition, technical assistance also included phone calls, meetings, and emails.

Lastly, with the grant program ending June 30, 2023, Santa Barbara Foundation (SBF) in partnership with the County of Santa Barbara, awarded a total of 112 Grants, totaling \$280,000 to eligible Microbusinesses in Santa Barbara County.

AWARDS SUMMARY (FINAL)

Applications Received – 245 Final Awards Made – 112

COUNTY: Santa Barbara FISCAL AGENT: County of Santa Barbara and the Santa Barbara Foundation

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	245	112	\$280,000
African American	8	7	\$17,500
Alaskan Native	0	0	\$0
Asian	4	4	\$10,000
Hawaiian Native	0	0	\$0
Hispanic or Latino	69	48	\$120,000
Native American	0	0	\$0
Other Pacific Islander	0	0	\$0
Rural	5	2	\$5,000
Veteran	3	2	\$5,000
White	75	41	\$102,500
Women	77	70	\$175,000

Operations of the Santa Barbara County MBCRG Program have concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

COUNTY: Santa Clara FISCAL AGENT: County of Santa Clara and Enterprise Foundation

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	2,010	922	\$2,305,000
African American	128	16	\$40,000
Alaskan Native		0	\$0
Asian	372	147	\$367,500
Hawaiian Native	0	0	\$0
Hispanic or Latino	749	626	\$1,565,000
Native American	4		\$2,500
Other Pacific Islander	4		\$2,500
Rural	21	10	\$25,000
Veteran			\$2,500
White	144	19	\$47,500
Women	717	420	\$1,050,000

All funding for Santa Clara County has been exhausted and the MBCRG Program has concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

COUNTY: Santa Cruz FISCAL AGENT: Cabrillo Community College District

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	131	119	\$297,500
African American	4	4	\$10,000
Alaskan Native	0	0	\$0
Asian	10	9	\$22,500
Hawaiian Native	0	0	\$0
Hispanic or Latino	27	25	\$62,500
Native American			\$2,500
Other Pacific Islander	2	2	\$5,000
Rural	0	0	\$0
Veteran	2	2	\$5,000
White	67	62	\$155,000
Women	85	80	\$200,000

All funding for Santa Cruz County has been exhausted and the MBCRG Program has concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

COUNTY: Sierra FISCAL AGENT: Sierra Business Council

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	3	1	\$2,500
African American		0	\$0
Alaskan Native	0	0	\$0
Asian	0	0	\$0
Hawaiian Native	0	0	\$0
Hispanic or Latino			\$2,500
Native American			\$2,500
Other Pacific Islander	0	0	\$0
Rural	2		\$2,500
Veteran	0	0	\$0
White		0	\$0
Women	2	1	\$2,500

All funding for Sierra County has been exhausted and the MBCRG Program has concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

COUNTY: Siskiyou FISCAL AGENT: County of Siskiyou

KEY OUTREACH ACTIVITIES:

Siskiyou EDC received fourteen (14) additional applicants for the program since the April report. This brings the total number of applicants to twenty-one (21). Six (6) more applicants have been awarded, bringing the total number of awards to seven (7). Fourteen (14) applicants have been determined ineligible due to qualifying factors.

Siskiyou EDC continued to utilize diverse methods in communication to find qualified candidates. We will continue with one last marketing promotion and targeted technical assistance outreach in hopes of awarding more qualified applicants. The application window closed on Friday, June 23rd, 2023. This ensured adequate processing time for last-minute applicants and subsequent reporting.

AWARDS SUMMARY (FINAL) Applications Received – 21 Final Awards Made – 7

COUNTY: Siskiyou FISCAL AGENT: County of Siskiyou

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	21	7	\$17,500
African American	3	0	\$0
Alaskan Native	0	0	\$0
Asian		0	\$0
Hawaiian Native		0	\$0
Hispanic or Latino	6	0	\$0
Native American	3	2	\$5,000
Other Pacific Islander	2		\$2,500
Rural	0	0	\$0
Veteran	2	0	\$0
White	5	4	\$10,000
Women	14	7	\$17,500

Operations of the Siskiyou County MBCRG Program have concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

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COUNTY: Solano FISCAL AGENT: County of Solano

KEY OUTREACH ACTIVITIES:

Solano County partnered with the Workforce Development Board of Solano County (WDB) and the Solano-Napa Small Business Development Center (SBDC) to administer the MBCRG in Solano County.

Due to the outreach efforts and grant partnerships conducted, 1002 applications were received in English and Spanish. Over half of the applicants were minority business owners and more than 619 were female business owners. Over 503 applicants identified as Black/African American and nearly 167 were Hispanic/Latino.

WDB staff have been providing technical assistance to applicants on providing documentation needed for verification purposes. Technical assistance has included understanding the tax documents needed to show eligibility. If tax documents were not available, staff have provided technical assistance on alternative means of showing the business is a qualified microbusiness.

The WDB has completed 179 verifications and approval of applications for contracts. 179 have completed the contract process and have been fully awarded their funds. Unfortunately, 261 businesses who was notified of their award was non-responsive, despite several attempts to connect with them. The WDB also identified several fraudulent applications, with 30 + applicants located out-of-state. Additional businesses did not meet the criteria of a qualified microbusiness per the grant requirements.

During this last reporting period, WDB scrubbed the new applications submitted to identify the next round of approved applicants.

In April WDB received 67 approved applications to start the vetting process. WDB staff continued vetting applicants on a first come first basis until the grant deadline was reached.

In June 2023, WDB ended the grant by vetting and approving a total of 179 grants.

AWARDS SUMMARY (FINAL) Applications Received – 1,002 Final Awards Made – 179

COUNTY: Solano FISCAL AGENT: County of Solano

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	1,002	179	\$447,500
African American	503	62	\$155,000
Alaskan Native	0	0	\$0
Asian	80	21	\$52,500
Hawaiian Native	0	0	\$0
Hispanic or Latino	167	32	\$80,000
Native American	11	2	\$5,000
Other Pacific Islander	0	0	\$0
Rural	0	0	\$0
Veteran	8	2	\$5,000
White	152	44	\$110,000
Women	619	107	\$267,500

Operations of the Solano County MBCRG Program have concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

COUNTY: Sonoma

FISCAL AGENT: County of Sonoma and Working Solutions CDFI

KEY OUTREACH ACTIVITIES:

During the final six weeks of the grant period, County of Sonoma and Working Solutions CDFI staff sent out additional targeted emails, social media posts and share flyers as upcoming events.

Newsletters

EDB Newsletter, 5/12/2023

Newsletter with business resources and microbusiness grant, economic reports, and economic development initiatives. Subscribers to this list include businesses, nonprofit organizations, public servants and officials, and entrepreneurs.

Microbusiness Grant Closing, 5/16/2023

Email blast sent to EDB email list about the closure of the microbusiness grant program. Subscribers to this list include businesses, nonprofit organization, public servants and officials, and entrepreneurs.

AWARDS SUMMARY (FINAL) Applications Received – 329 Final Awards Made – 90

COUNTY: Sonoma FISCAL AGENT: County of Sonoma and Working Solutions CDFI

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	329	90	\$225,000
African American	21	6	\$15,000
Alaskan Native	0	0	\$0
Asian	32	4	\$10,000
Hawaiian Native	0	0	\$0
Hispanic or Latino	80	24	\$60,000
Native American	3	0	\$0
Other Pacific Islander	0	0	\$0
Rural	0	0	\$0
Veteran	6	4	\$10,000
White	120	35	\$87,500
Women	182	56	\$140,000

Operations of the Sonoma County MBCRG Program have concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

COUNTY: Stanislaus FISCAL AGENT: Stanislaus Equity Partners

KEY OUTREACH ACTIVITIES:

Stanislaus Equity Partners along with partners Valley Sierra SBDC and Central Valley Hispanic Chamber continued to bring awareness of the MBCRG program to diverse underserved populations in the County.

The following are marketing activities were executed by Stanislaus Equity Partners:

- Invited and presented the MBCRG program at various Chamber of Commerce events throughout the County
- Continuously sharing on social media
- Shared information and flyers about grant to our Micro Business Development Hub cohort members both English and Spanish
- During organization presentations and event attendance, staff shared grant information
- Last push email blast to STEP's business contact list in late May

The following outreach activities were led by Valley Sierra SBDC:

- Flyers were placed at workshops they held
- Shared information with clients

The following outreach activities were led by Central Valley Hispanic Chamber:

- Shared on their monthly newsletter
- Shared information at chamber mixer events and with new members of chamber

Stanislaus Equity Partners had an intake team with three MBCRG bilingual (English & Spanish) to provide technical assistance. There was a dedicated phone line and email for the MBCRG created in English and Spanish. The technical assistance was mostly in Spanish and for those who are not tech savvy. The intake team assisted in scanning and uploading documents. The team also followed up with applicants with missing documents and send application status updates.

AWARDS SUMMARY (FINAL) Applications Received – 150 Final Awards Made – 46

COUNTY: Stanislaus FISCAL AGENT: Stanislaus Equity Partners

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	150	46	\$115,000
African American	20	6	\$15,000
Alaskan Native		0	\$0
Asian	4	2	\$5,000
Hawaiian Native		0	\$0
Hispanic or Latino	72	29	\$72,500
Native American	0	0	\$0
Other Pacific Islander	0	0	\$0
Rural	150	46	\$115,000
Veteran	6	2	\$5,000
White	29	4	\$10,000
Women	75	22	\$55,000

Operations of the Stanislaus County MBCRG Program have concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

COUNTY: Sutter

FISCAL AGENT: Yuba-Sutter Economic Development Corporation

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	64	40	\$100,000
African American		0	\$0
Alaskan Native	0	0	\$0
Asian	3		\$2,500
Hawaiian Native	0	0	\$0
Hispanic or Latino	33	16	\$40,000
Native American	0	0	\$0
Other Pacific Islander	0	0	\$0
Rural	0	0	\$0
Veteran			\$2,500
White	40	25	\$62,500
Women	46	30	\$75,000

All funding for Sutter County has been exhausted and the MBCRG Program has concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

COUNTY: Tehama FISCAL AGENT: 3CORE Inc.

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	43	27	\$67,500
African American	3	0	\$0
Alaskan Native	2	0	\$0
Asian			\$2,500
Hawaiian Native	2		\$2,500
Hispanic or Latino	24	19	\$47,500
Native American	0	0	\$0
Other Pacific Islander	2		\$2,500
Rural	43	27	\$67,500
Veteran	0	0	\$0
White	17	9	\$22,500
Women	24	14	\$35,000

All funding for Tehama County has been exhausted and the Program has MBCRG concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

COUNTY: Tulare

FISCAL AGENT: County Of Tulare Workforce Investment Board

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	363	200	\$500,000
African American	17	9	\$22,500
Alaskan Native	0	0	\$0
Asian	13	6	\$15,000
Hawaiian Native	0	0	\$0
Hispanic or Latino	254	138	\$345,000
Native American	4	2	\$5,000
Other Pacific Islander	0	0	\$0
Rural	3		\$2,500
Veteran	4	4	\$10,000
White	56	35	\$87,500
Women	209	122	\$305,000

All funding for Tulare County has been exhausted and the MBCRG Program has concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied from the County.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

COUNTY: Ventura FISCAL AGENT: County of Ventura

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	639	255	\$637,500
African American	20	5	\$12,500
Alaskan Native	0	0	\$0
Asian	91	27	\$67,500
Hawaiian Native	0	0	\$0
Hispanic or Latino	207	77	\$192,500
Native American	27	10	\$25,000
Other Pacific Islander	4	0	\$0
Rural	15	5	\$12,500
Veteran	29	5	\$12,500
White	415	182	\$455,000
Women	360	157	\$392,500

Operations of the Ventura County MBCRG Program have concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

COUNTY: Yolo FISCAL AGENT: County of Yolo

KEY OUTREACH ACTIVITIES:

Yolo County collaborated with four organizations to conduct outreach to reach and engage eligible microbusinesses that have faced historical barriers to obtaining capital, including microbusinesses owned and operated on a daily basis by women, minorities or persons of color, veterans, undocumented individuals, and individuals living in rural or low-wealth areas on low incomes. The nonprofit community-based organizations are Rural Innovations in Social Economics In. (RISE Inc.), the Yolo County Farm Bureau, Yolo County Children's Alliance, and Children's Home Society.

Each organization has taken outreach approaches tailored to best suit the diversity of Yolo County and the communities they serve. Yolo County staff continues to support the organizations with the information and digital materials needed for successful outreach to eligible microbusinesses, including translations to Spanish. Rural Innovations in Social Economics distributed flyers through the Esparto Chamber of Commerce, handed out flyers at their front desk in Esparto, and distributed program information in the Fall and Winter editions of 'Valley Voice'. The Yolo County Farm Bureau has distributed flyers and program information in their December, and January newsletters and in their regular email distributions. Children's Home Society has supported distribution to childcare providers across Yolo County via email blasts and mailing flyers to childcare providers in the County. In addition to community outreach in hard-to-reach communities in West Sacramento, Yolo County Children's Alliance has assisted with the development of outreach materials in Russian. Additionally, outreach was conducted to Yolo Farm Bureau at their December 3rd meeting, encouraging referrals to farmers, which led to an increase in applications from farmers.

Yolo County staff have fielded calls and emails from interested microbusinesses to assist them in applying and navigating the program's eligibility requirements. Staff has also assisted applicants in turning in attachments as part of their application when technical difficulties are presented. Additionally, the staff has continued maintaining the webpage to host all program information in one place, including applications in English, Spanish, and Russian.

AWARDS SUMMARY (FINAL) Applications Received – 217 Final Awards Made – 87

COUNTY: Yolo FISCAL AGENT: County of Yolo

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	217	87	\$217,500
African American	28	22	\$55,000
Alaskan Native		0	\$0
Asian	24	8	\$20,000
Hawaiian Native	0	0	\$0
Hispanic or Latino	48	21	\$52,500
Native American	6	2	\$5,000
Other Pacific Islander	2		\$2,500
Rural	3	0	\$0
Veteran	8	6	\$15,000
White	59	32	\$80,000
Women	100	45	\$112,500

Operations of the Yolo County MBCRG Program have concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.

COUNTY: Yuba

FISCAL AGENT: Yuba-Sutter Economic Development Corporation

AGGREGATE DEMOGRAPHICS DATA (FINAL):

Demographic*	Applications Received**	Grant Awards	Dollars Awarded
Total	56	32	\$80,000
African American		0	\$0
Alaskan Native	0	0	\$0
Asian	6	3	\$7,500
Hawaiian Native	0	0	\$0
Hispanic or Latino	28	12	\$30,000
Native American	0	0	\$0
Other Pacific Islander	0	0	\$0
Rural	0	0	\$0
Veteran	2	2	\$5,000
White	46	17	\$42,500
Women	38	31	\$77,500

All funding for Yuba County has been exhausted and the MBCRG Program has concluded. The final awards data above will be included in future reports for reference, but no additional outreach activity reporting will be supplied.

* Due to the possibility that applicants may satisfy multiple demographics, and some applicants may have opted out of providing demographic information, the applications received and awards made by demographic may not equal total applications received or total awards made.

** Total applications received may include ineligible applications.