Welcome to the San Mateo Veterans Seminar and Resource Expo

Dave Pine
Supervisor, San Mateo County

Fiona Ma, CPA
Chairwoman
California State Board of Equalization
District 2

Mark Church
Assessor, San Mateo County

Senator Jerry Hill
California State Senate
District 13

Wayne Lee
Councilmember, City of Millbrae

Anne Oliva
Mayor, City of Millbrae

Assemblymember Kevin Mullin
California State Assembly
District 22

Contact the Board of Equalization

1-800-400-7115

www.boe.ca.gov

Second District Offices

Oakland
1515 Clay St., Ste. 303
Oakland, CA 94612-1432
Phone: 1-510-622-4100
Fax: 1-510-622-4175

Salinas
950 E. Blanco Road Suite 202
Salinas, CA 93901
Phone: 1-831-754-4500
Fax: 1-831- 755-7921

San Francisco
Two Rincon Center
121 Spear St., Ste. 460
San Francisco, CA 94105-1584
Phone: 1-415-356-6600
Fax: 1-415-356-6115

San Jose
250 South Second St.
San Jose, CA 95113-2706
Phone: 1-408-277-1231
Fax: 1-408-277-1252

Fairfield
2480 Hilborn Road, Suite 200
Fairfield, CA 94534
Phone: 1-707-427-4800
Fax: 1-707-427-4815

Santa Rosa
50 D St., Room 230
Santa Rosa, CA 95404-4791
Phone: 1-707-576-2100
Fax: 1-707-576-2113

Governor's Office of Business and Economic Development (GO-Biz)

Overview and Activities

GO-Biz serves as California's single point of contact for economic development and job creation efforts, offering a range of services to business owners, including:

- Attraction, retention, and expansion services
- Permit streamlining and clearing of regulatory hurdles
- Small business assistance
- International trade development
- Assistance with state government
- Site selection

Units within GO-Biz

- California Competes Tax Credit
- California Film Commission
- Visit California
- California Infrastructure Bank (I-Bank)
- Permits
- California Business Investment Services (CalBIS)
- International Affairs and Business Development
- Innovation and Entrepreneurship
- Zero Emissions Vehicles
- Office of Small Business Advocate

OFFICE OF SMALL BUSINESS ADVOCATE

GOVERNMENT CODE SECTION 12098-12098.9

"It is in the ***public interest*** to aid, counsel, assist and protect, insofar as is possible the interests of small business concerns in order to preserve free competitive enterprise and maintain a healthy state economy."

OFFICE OF SMALL BUSINESS ADVOCATE

Core Activities

- Advocacy
- Agency Coordination
- Information Gathering and Dissemination
- Business Assistance

Key Initiatives

- Capital Infusion Program
- CA Made
- Interagency Working Groups and Leadership
- Interagency Working Group
- In-the-Field Business Support

Who is OSBA?

BUSINESS ASSISTANCE: PERSONAL BUSINESS SUPPORT

- Between 5,000-6,000 Requests for Help Annually
- Sampling of Requests:
  - Setting up a new health care clinic in Los Angeles
  - Cost of starting a manufacturing plant in CA
  - Securing a business license
  - How does EB5 work
  - How to file for EIN
  - How to start an online business
  - How to secure international investment
  - How to start a non-profit

When in doubt. Call Lillian.

CAPITAL INFUSION PROGRAM

CIP helps small biz owners gain access to capital by expanding the no-cost consulting services of the CA SBDC Network, the largest small business technical assistance provider in the state.

Fiscal Year	State Dollars Committed	Capital Infusion Generated	Clients Served
2014-15	$2,000,000	$202,645,465	10,053
2015-16	$2,000,000	$173,856,832	10,251

For 2016-17, $1.5M in general funding has been secured to support the program. The program is moving towards greater support for underserved communities e.g. rural, minority business, women-owned businesses, LMI areas, among others.

California Small Business Development Center Network Service Areas

www.casbdc.org

Just Launched….
A New Program

Pennsylvania
700
CA MADE
CA MADE.
CA PROUD.
SUPPORT CALIFORNIA MADE BUSINESSES BY LOOKING FOR THE CA MADE LABEL!
CAMADE.CA.GOV

CA Made is a new state labeling program designed to encourage consumer product awareness and to promote the purchase of products manufactured in California.

Regulations were prepared by GO-Biz to administer the program. The regulations were approved by the Office of Administrative Law effective **June 7, 2016**.

Program enrollment is scheduled to begin in spring/summer 2016.

The Fine Print…

- 51% or more of a product's value added must be from California.
- The finished product must be able to lawfully use a "Made in U.S.A." label pursuant to Section 17533.7 of California's Business and Professions Code.
- Agricultural products subject to Buy California program are excluded.
- A third-party certification is required at least once every three years

Next Steps for CA Made:

- Identify a pool of third-party certifiers.
- Move forward on digital advertising to excite and interest manufacturers.
- Push for applicants.

Other GO-Biz Programs and Services for Small Business

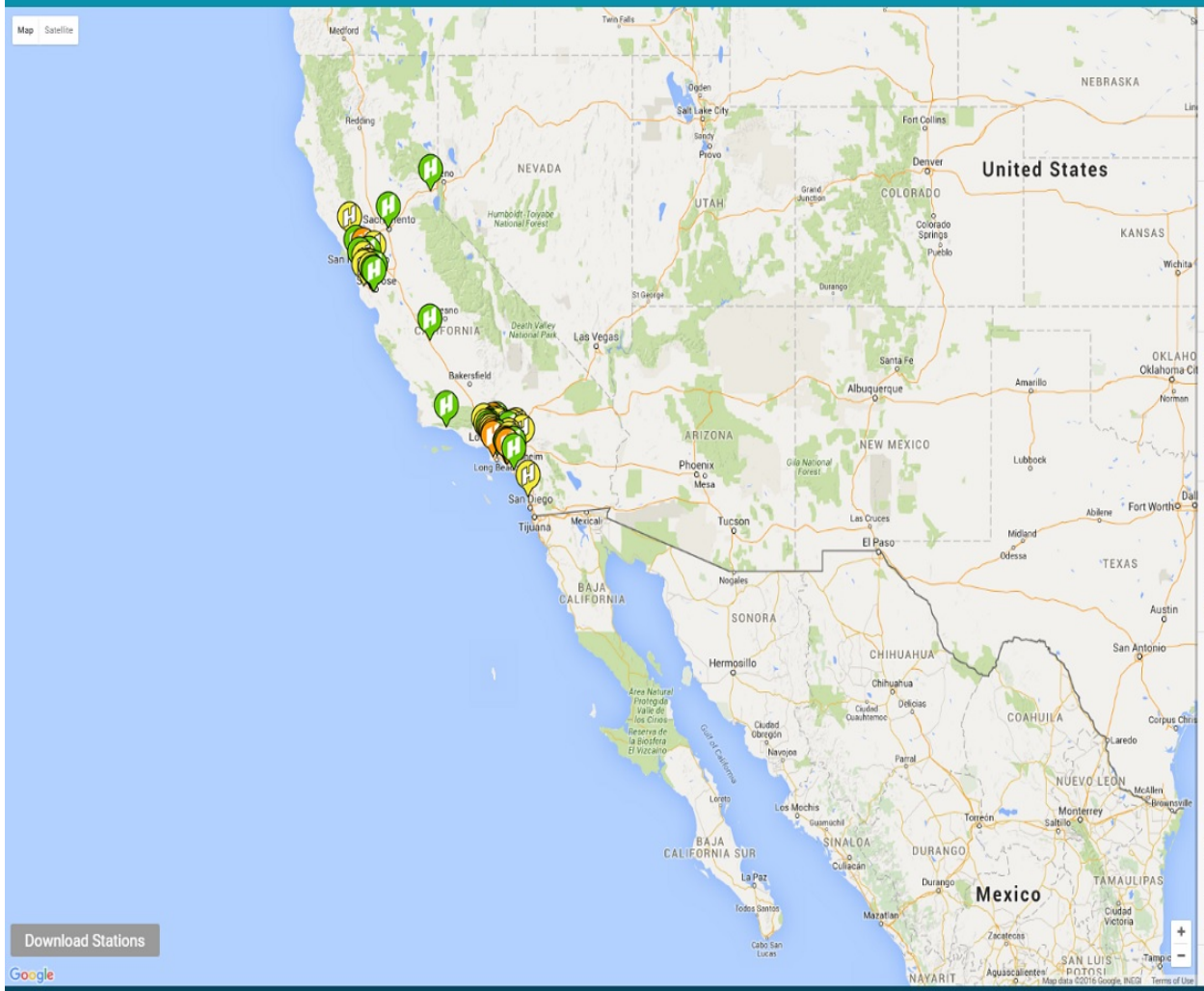
THE LINDE GROUP
Linde
Hydrogen.

California Fuel Cell Partnership

HOME CARS STATIONS BENEFITS BUSES & TRUCKS RESOURCES

Search by Zip Code or Address GO

Filter By Station Types



RETAIL: OPEN

Santa Barbara
Commissioning Complete
150 South La Cumbre Road
Santa Barbara , CA 93105
Details »

RETAIL: IN DEVELOPMENT

Woodland Hills
Commissioning
5314 Topanga Canyon
Woodland Hills , CA 91364
Details »

RETAIL: OPEN

Campbell
Commissioning Complete
2855 Winchester Boulevard
Campbell , CA 95008
Details »

RETAIL: OPEN

San Jose
Commissioning Complete
2101 North First Street
San Jose , CA 95131
Details »

RETAIL: OPEN

Saratoga
Commissioning Complete
12600 Saratoga Avenue
Saratoga , CA 95070
Details »

NON-RETAIL: OPEN

California Competes Tax Credit
Next Application Round

January 2, 2017 through January 23, 2017 ($100 million available)

http://business.ca.gov/Programs/CaliforniaCompetesTaxCredit.aspx

California Competes Tax Credit

As of June 16, 2016

Fiscal Year 2015-16 Approved Tax Credit Agreements

Name	Primary Location(s)	Industry	Net Increase of Full-Time Employees	Investments	Amount of Tax Credit	Date Agreement Approved	Amount Recaptured
Faraday & Future, Inc.	Gardena, Rancho Dominguez, and San Jose	Automobile Manufacturing	1,990	$311,117,460	$12,725,000	April 14, 2016	
Nordstrom, Inc.	Fresno or Visalia	Online Order Fulfillment Warehouse and Retail Distribution	367	$171,000,000	$11,000,000	April 14, 2016	
NextEV USA, Inc.	San Jose and San Francisco	Automobile Manufacturing	917	$138,315,000	$10,000,000	June 16, 2016	
OWB Packers LLC	Brawley	Beef Processing	605	$38,500,000	$6,000,000	June 16, 2016	
Snapchat, Inc.	Venice Beach	Mobile Application Development	1,194	$32,000,000	$5,000,000	April 14, 2016	
Pacific Steel Group	Fairfield, San Diego, and Los Angeles	Steel Reinforcing Contractors	249	$900,000	$4,000,000	November 10, 2015	
Magic Leap, Inc.	Mountain View and Santa Monica	3D Technology Development	141	$6,149,915	$3,300,000	April 14, 2016	
NerdWallet, Inc.	San Francisco	Online Personal Financial Services	792	$18,348,000	$3,250,000	November 10, 2015	
Pabst Brewing Company LLC	Northern or Central California	Breweries	328	$400,000,000	$3,047,500	June 16, 2016	
GreenPower Motor Company, Inc.	Porterville	Electric Bus Manufacturing	190	$10,950,000	$3,000,000	June 16, 2016	
Credit Karma, Inc.	San Francisco	Online Personal Financial Services	795	$27,736,002	$2,800,000	November 10, 2015	
Stripe, Inc.	San Francisco	Online Payment Processing	1,031	$37,530,000	$2,500,000	November 10, 2015	
Orbital ATK, Inc.	Northridge	Aerospace Component Manufacturing	90	$16,275,154	$2,100,000	November 10, 2015	
Axis Energy Partners LLC	Sacramento	Commercal LED Lighting Wholesaler	102	$3,430,000	$2,000,000	June 16, 2016	
Interra Energy, Inc.	National City	Biofuel and Fertilizer Manufacturing	74	$26,840,000	$2,000,000	June 16, 2016	
CHC Consulting, LLC	Orange, Carlsbad, and San Diego	Engineering and Telecommunications Consulting Services	211	$740,000	$2,000,000	November 10, 2015	
Figtree Company, Inc.	San Diego	Commercal & Residential Lending	197	$9,206,979	$1,950,000	April 14, 2016	
OpenX Technologies, Inc.	Pasadena, Culver City, and Menlo Park	Online Marketing & Advertising	354	$22,500,000	$1,947,000	April 14, 2016	
Millennium Space Systems, Inc.	El Segundo	Aerospace Component Manufacturing	284	$19,939,250	$1,800,000	April 14, 2016	
Pride Resource Partners LLC	San Diego	Architectural and Engineering Consulting Services	251	$12,750,000	$1,800,000	April 14, 2016	
Qico, Inc.	San Diego	Cremation Equipment Manufacturing	80	$14,500,000	$1,600,000	June 16, 2016	
Triumph Fabrications - San Diego, Inc.	El Cajon	Aerospace Component Manufacturing	100	$12,027,432	$1,500,000	June 16, 2016	
WISErg Corporation	Colton	Organic Waste Collection & Composting	159	$14,000,000	$1,500,000	April 14, 2016	
International Business Machines Corporation	San Francisco	Information Technology Services	84	$89,906,667	$1,500,000	November 10, 2015	$1,500,000
Cerner Corporation	Carlsbad, Garden Grove, and Culver City	Healthcare Information Technology and Revenue Management	108	$3,900,000	$1,500,000	November 10, 2015	
Caylym Technologies International, LLC	Fresno	Fire Suppression and Flood Containment Product Manufacturing	53	$3,457,500	$1,500,000	November 10, 2015	
AMPAC Fine Chemicals LLC	Rancho Cordova and El Dorado Hills	Pharmaceutical Manufacturing	135	$98,000,000	$1,250,000	April 14, 2016	
Denso International America, Inc.	Long Beach, Murrieta, Vista, and Compton	Automotive Parts Manufacturing	48	$38,270,500	$1,243,587	June 16, 2016	
Sacramento Venture One LLC	McClellan	Data Center Construction and Management	58	$475,200,000	$1,200,000	June 16, 2016	
Ambry Genetics Corporation	Alisa Viejo	Medical Laboratories	268	$40,500,000	$1,150,000	November 10, 2015	
Lineage Logistics Holdings LLC	Oakland	Refrigerated Warehousing and Storage	532	$91,500,000	$1,100,000	April 14, 2016	
ATK Space Systems, Inc.	San Diego	Aerospace Component Manufacturing	38	$5,250,000	$1,000,000	April 14, 2016	
Axis Medical Technologies LLC	San Diego	Healthcare Information Technology	175	$2,763,000	$1,000,000	April 14, 2016	
L-3 Communications Electron Technologies, Inc.	Torrance	Communication Satellite Component Manufacturing	105	$25,318,140	$1,000,000	April 14, 2016	
Lite Machines Corporation	Vista, Carlsbad, or other location in San Diego County	Unmanned Aerial Systems Manufacturing	90	$8,500,000	$1,000,000	April 14, 2016	
BrightSign, LLC	Los Gatos and Santa Clara	Digital Signage Development	63	$3,784,273	$1,000,000	November 10, 2015	
TriWest Healthcare Alliance Corp.	Rancho Cordova and San Diego	Healthcare Administration	488	$2,684,770	$1,000,000	November 10, 2015	

Sample of Past Awardees $30K and Below

- California Pacific Specialty Woods, LLC - Red Bluff - Lumber Harvesting
- Trader Boys, Inc. - Los Angeles - Furniture Sales
- Agilis Group, Inc. - San Diego - Healthcare Information Technology Services
- G.L. Anderson Insurance Services, Inc. - Folsom - Insurance Agencies and Brokerages
- Elite Power, Inc. - Sacramento - Electrical Contracting
- Cal-Delta Plumbing, Inc. - Sacramento - Plumbing, Heating, and Air-Conditioning Services
- Miner Financial & Insurance - Gold River - Financial & Insurance Services
- SMT, Inc. - Sacramento - Translation and Interpretation Services
- Climate Control, Inc. - Sacramento - Heating and Air-Conditioning Installation and Repair Services
- Solterra Lighting, Inc. - Carlsbad - Commercial Lighting Wholesaler
- Wilmington Instrument Co. - Wilmington - Diagnostic Test Equipment & Services
- MW McWong International, Inc. - Sacramento - Commercial LED Lighting Manufacturing
- Daniel Dubois CPA & Company, Inc. - Aliso Viejo - Accounting Services

Upcoming CA Competes Workshops:

- December 6 – Benicia & Fairfield
- December 7 – Fremont & Oakland

- Online Webinars
  - November 30
  - December 7
  - December 14
  - December 21
  - December 28
  - January 4
  - January 11
  - January 18

http://www.business.ca.gov/Programs/CaliforniaCompetesTaxCredit/Workshops.aspx

GO-BIZ UNIT: PERMIT ASSISTANCE

Core Activities

- Works with State departments and local governments to help businesses comply with regulations.
- The permitting team also administers the state's on-line permit assistance tool for businesses, CalGOLD.

Key Initiatives

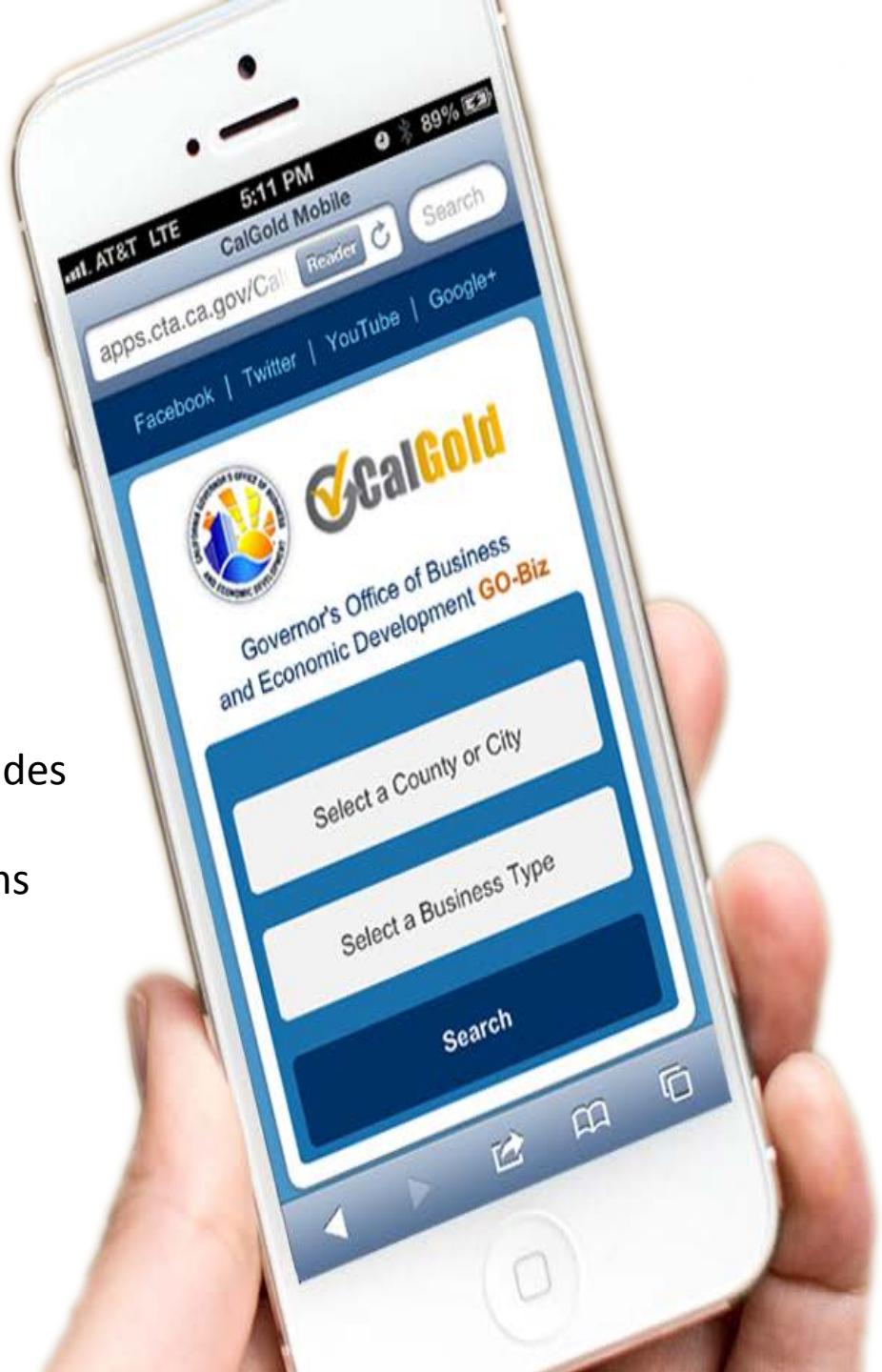
- Environmental Permit Streamlining
- CalGOLD

CalGold

The Gold Standard For Permit Assistance

www.calgold.ca.gov

An online permit assistance tool that provides a listing of federal, state and local permits, webpage links, addresses, application forms and phone numbers for over 150 business types. More than 15,000 new visitors use CalGOLD each month.



GO-BIZ UNIT: IBANK
SMALL BUSINESS LOAN GUARANTEE PROGRAM

Encourages lenders to make small business loans to those businesses having difficulty obtaining access to capital. Special emphasis is placed on the expansion of business and the creation and retention of jobs in California.

Financial institutions, credit unions, and Community Development Finance Institutions (CDFI's) may make small business loans directly to the small business concern with the State Guarantee to minimize their risk of capital. Financial Development Corporation's (FDC's) work with the lenders to issue a guarantee for up to 80% of the loan on behalf of the State. The FDC is an agent of the IBank Small Business Loan Guarantee Program. There are 9 Financial Development Corporations in the state.

Maximum loan amount: $20,000,000

Cal-BIS provides no-fee, tailored site selection services to employers, corporate real estate executives, and site location consultants who are considering California for relocation and/or expansion. A wide array of consultation services are offered, including:

CalBIS
BUSINESS INVESTMENT SERVICES

1 Site Selection

- Free and confidential site selection services
- Provides economic and demographic data

2 Liaison for Other State Agencies

- State and local permit assistance
- Transportation and infrastructure info

3 Expansion in California

- Labor availability and education information
- Financial assistance and loan programs

4 Tax Credits and Incentives

- Governor's Economic Development Initiative
- Employment Training Panel

HTTP://BUSINESS.CA.GOV/RELOCATEEXPAND.ASPX

GO-BIZ UNIT: INTERNATIONAL TRADE AND INVESTMENT

$165.4 billion in California exports in 2015.

The International Affairs and Business Development unit works to drive business for California and to address barriers to the Golden State's continued global economic strength. The unit provides critical support on issues relating to international trade and investment opportunities, foreign relations, international agreements and partnerships with the countries that have a friendly relationship with California.

Just Awarded! $844,214 California 2016-17 STEP Grant available to support and promote exports for California small businesses across all sectors!

GO-BIZ UNIT: INNOVATION AND ENTREPRENEURSHIP

The iHub program improves the state's national and global competitiveness by stimulating partnerships, economic development, and job creation around specific research clusters through state-designated iHubs. The iHubs leverage assets such as research parks, technology incubators, universities, and federal laboratories to provide an innovation platform for startup companies, economic development organizations, business groups, and venture capitalists.

iHub
CALIFORNIA
INNOVATION HUB

iGATE iHub
i-Gate
2324 Second Street
Livermore, CA 94550
(925) 231-2333

www.businessportal.ca.gov

- An online one-stop for business owners.
- Includes:
  - California Business Navigator – custom information based on your business type
  - Service Desk – Information to commonly asked questions
  - Access to CalGOLD
  - Mapping tool to help you help your company identify local business resources, regulatory boundaries and available incentives
  - Quickstart Business Guides

CALIFORNIA
BUSINESS
PORTAL

www.business.ca.gov

@CAGoBiz

Facebook/CAGoBiz

Jesse.Torres@gov.ca.gov

(213) 620-6011

COUNTY OF SAN MATEO

Veterans Services Office

Norman Aleman, MSW
County Veterans Service Officer
April 11, 2016

Section 970 of the California Military and Veterans Code states:

"The board of supervisors of each county may appoint an officer to be titled "county veterans service officer." It shall be the duty of the county veterans service officer to:

- *Administer the aid provided by the Veterans Administration*
- *Investigate all claims, applications, or requests for aid*
- *And to perform any other veteran related services as requested by the county board of supervisors."*

San Mateo County Veterans Services

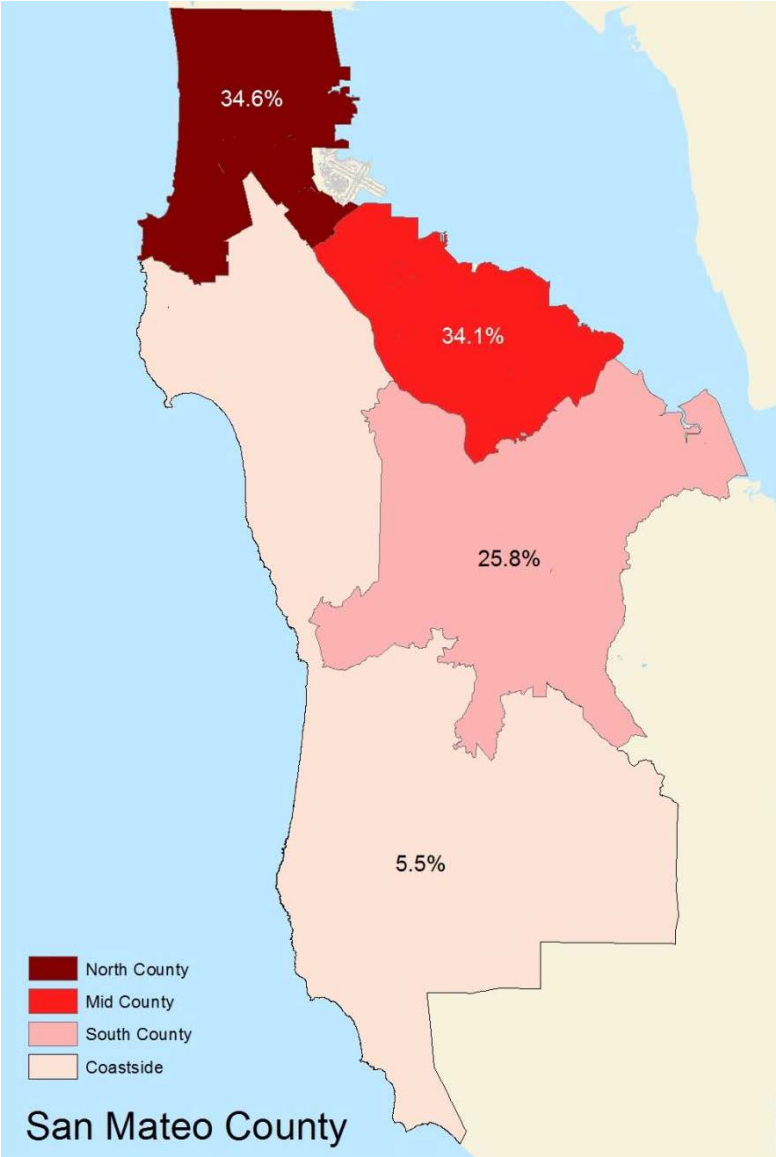
- Established in 1946 by the County Board of Supervisors to assist military veterans and their families access veterans benefits in a compassionate and professional manner.
- Today consists of 3 Veterans Services Representatives, a Public Services Specialist, and the County Veterans Services Officer.
- Veterans Services Representatives (VSR) are trained and certified by the Office of the General Counsel of the United States Department of Veterans Affairs.
- The VSO staff are county employees, and not VA staff.

Who We Serve

- Military Veterans – anyone who served in the active military, including Guard and Reservists
- Veteran Dependents – biological, legally adopted, or step child
- Surviving Spouse, Child or Parent of a Deceased Veteran

Veterans In San Mateo

- Estimated 33,390 veterans living in San Mateo County (6% of county pop.)
- Represent roughly 12% of county's homeless population
- Roughly 95% of veterans are Male, However, a higher percentage of younger veterans are women(18% 18-34)
- 54% are aged 65 or older



Benefits Available

- Disability Compensation and Pensions
- Dependency and Indemnity compensation (dependents / survivors)
- Health Care
- Shelter Services
- Education and Training
- Housing / Home Loans
- Access to Substance Abuse and Behavioral Health programs
- Burial Assistance

How Does the CVSO Help

- CVSO provides information about all these services and how to access
- Helps client craft and manage a case plan
- File Claims on behalf of clients
- Provide Advocacy on behalf of the client through the claims process

How Does the CVSO Help cont.

- Liaison with the U.S. Department of Veterans Affairs, CalVet and Veterans Services Organizations

- Provide information and active referrals through our network of services for Shelter, Employment, PTSD, Vocational and Physical Rehabilitation, Veterans Court, Legal Assistance, and more…

How to Connect a Veteran with Our Services

- Have them contact us directly
  - Phone (650) 802-6598
  - E-mail us at: VeteranServices-SMC@co.sanmateo.ca.us
- Drop in to see a VSR at
  - 400 Harbor Blvd., Bldg. B, Belmont (M–Th 8 to 4)
    - Walk-ins
- Visit our website at HSA.smcgov.org/veterans

Thank you for helping us serve our County Veterans

COUNTY OF SAN MATEO

State Board Of Equalization

Tax Help for Veterans

Get it in Writing!

This Presentation is designed to illustrate general tax concepts, and does not address every situation. If you email us a request for written advice and provide us the details specific to your business operations, we can provide you with tax guidance you can rely on.

Contact us at boe.ca.gov/info/email.html or mail your inquiry directly to a BOE field office near you.

Property Taxes for Qualified Veterans and Veterans' Organizations

The BOE works with county assessors to ensure property tax laws and assessment practices are uniform and consistently applied.

While there is no general property tax exclusion for veterans, there are laws that reduce the property tax due for qualified veterans and veterans' organizations.

Property Tax: Veteran

You may be eligible for the Veterans' Exemption if:

- You are a veteran who owns a limited amount of property
  - $5,000 or less if you are single
  - $10,000 or less if you are married

This exempts the tax on the full value of your property, up to $4,000 in value.

Property Tax: Disabled Veteran

If you are a qualified 100% disabled veteran, you may claim the Disabled Veterans' Exemption (DVE) to reduce the tax liability on your principal place of residence. Two levels of exemption:

- Up to ***$100,000 ****
  on the assessed value
  of your property

  -or-
- Up to ***$150,000**** , if the
  household income is less than approx.
  $57,000/year (2016's income limit)

** adjusted annually for an inflation factor*

Property Tax: Disabled Veteran

Who Qualifies?

- Rated 100% disabled by the U.S. Dept. of Veterans' Affairs or receiving compensation at the 100% rate due to unemployability
- Honorably Discharged
- Unmarried surviving spouse of a qualified veteran

Property Tax: Disabled Veteran

What Property Qualifies?

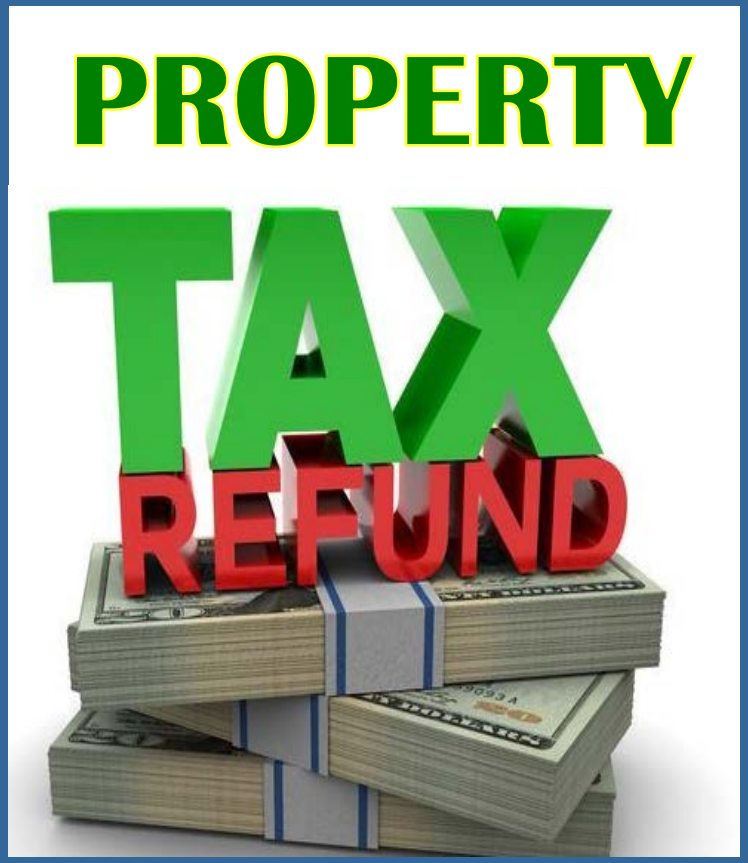
- Owned by the veteran or by the veteran's spouse only, or jointly

- If owned with anyone else, the exemption is available only to the extent of the interest owned by the veteran and/or spouse

- If the claimant lives in a care facility and home is not rented out , exemption may continue.

Property Tax: Disabled Veteran

If you meet the qualifications, but never filed for the exemption, you are still able to obtain refunds for property taxes previously paid - up to 8 years from the date you paid the taxes, once a claim is filed.



Property Tax: Disabled Veteran

How to File a Claim

- Obtain BOE-266-G from the county assessor where your property is located

- Include with your claim:
  - ✓ DD-214
  - ✓ Disability Rating Letter from the DVA

- Exemption is prorated from the date of qualification.

Sales and Use Taxes

- If you own a business in California and expect to make taxable sales, you must register for a seller’s permit and file regular tax returns.
- In most cases, sales tax applies to a veteran's sales as it would for anyone else. We will go over some exceptions.

Itinerant Veteran Vendors Defined

A qualified itinerant veteran vendor is one who:

- Was honorably discharged from the US Armed Forces
- Are sole proprietors with no employees
- Have no permanent place of business in the state, and
- Are unable to obtain a livelihood by manual labor due to a service-related disability.

Itinerant Veteran Vendors Include

- Swap meet or flea market vendors
- Lunch wagon operators
- Coffee cart providers

Nonprofit Veterans' Organizations

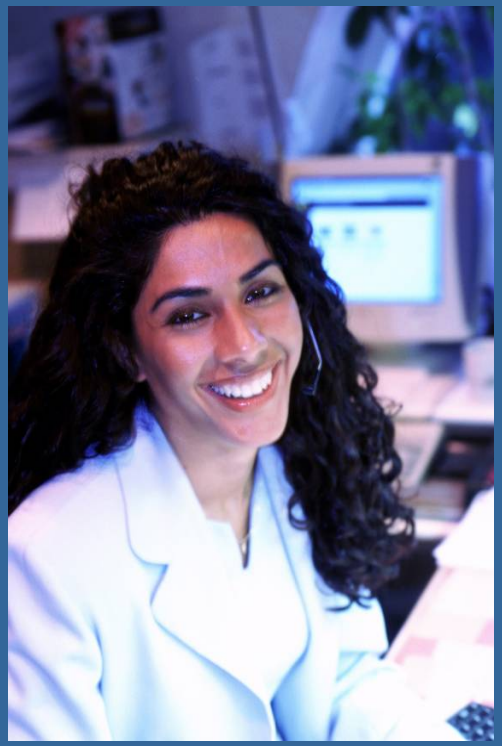
Nonprofits that serve the Veteran community may have a number of tax advantages including:

- No taxation of American flag and Buddy Poppy sales.
- No taxation of some food and beverage items sold
- Property tax benefits for congressionally chartered organizations

For more information please go to boe.ca.gov/nonprofits.

Taxpayer Information Section

- 1-800-400-7115
  711 (TTY)
- Mon. - Fri. 8am to 5pm
- 1-1 Assistance
- 24 hr. fax-back service
- Recorded Information



Taxpayers' Rights Advocate

888-324-2798

If you have been unable to resolve a disagreement with the BOE and you would like to know more about your rights under the law.

boe.ca.gov/tra/tra.htm

BOE Offers Free Personalized Consultations

- A staff consultant will review your business operation and record keeping system.
- Call your local BOE office today to make an appointment.

We wish you success in your business venture.

We welcome your comments and suggestions.

California Department Of General Services

Procurement Division Updated 10122016

Introduction to STATE GOVERNMENT CONTRACTING

Welcome

DGS

State Government Training

Outreach Liaison
Department of General Services
Procurement Division
Certification and Outreach Branch
707 3rd Street
West Sacramento, CA 95605

Wayne.Gross@dgs.ca.gov

Purpose of Training

- To provide certified small businesses (SBs) and Disabled Veteran Business Enterprises (DVBEs) with a better understanding of the state procurement process and tips on how to be successful.

Overview of Training Topics

- Overview of State Contracting
- How the State Buys
- Finding & Receiving Solicitations
- How to Review a Solicitation
- SB Preference
- DVBE Incentive
- Commercially Useful Function
- Contract Readiness
- Tips for Success
- Common Mistakes
- Resources

How The State Buys

- Contracts Exempt from Advertising
  - Fair and Reasonable - Less than $5,000
  - SB/DVBE Option
  - Emergency purchases
- Request for Information (RFI)
- Invitation for Bid (IFB)
- Request for Proposal (RFP)
- Request for Quotation (RFQ)

Fair And Reasonable – Less Than $5,000

- Non-IT Goods and IT Goods and Services
- 5 techniques:
  - Price Comparison
  - Catalog/market pricing
  - Prices set by law or regulation
  - Historical comparison
  - Cost/benefit analysis

SB/DVBE Option

- Certified SB *or* DVBE
- Goods, Services, & IT goods and services - $5,000.01 to $249,999.99
- Public Works - $5,000.01 to $291,000.00
- At least two price quotes (2 SBs or 2 DVBEs)
- Reference:
  - GC Sections 14838.5 (a) and (b)

SB/DVBE First Policy

- Certified SB *or* DVBE
- Goods, Services, & IT goods and services - $0.00 to $249,999.99
- Public Works - $0.00 to $291,000.00
- At least two price quotes (2 SBs or 2 DVBEs)
- Reference:
  - GC Sections 14838.5 (a) and (b)
  - DGS, FTB, CalVet, Military Department, Department of Public Health, CHP, Department of Technology, Department of Education, CPUC, Department of Consumer Affairs

Emergency Purchases

An emergency purchase as defined by PCC section 1102 is *“ a sudden, unexpected occurrence that poses a clear and imminent danger, requiring immediate action to prevent or mitigate the loss or impairment of life, health, property or essential public services”*

Request For Information (RFI)

- RFI may also be used to “survey” the marketplace to understand what products or services may be available to project the dollars that may be needed for the procurement.
- RFI can also be referred to as Request for Interest.

Invitation For Bid (IFB)

- The IFB is typically used to obtain simple, common, or routine services that may require personal or mechanical skills.
- It follows a formal bidding process.
- An IFB seeks an answer to the following:
  - “Here is exactly what we need to have done. Here are the qualification requirements, performance specifications, time frames, and requirements that must be met. How much will you charge us?”

Request For Proposal (RFP)

- Primary RFP – is used to obtain complex services in which professional expertise is needed and may vary.
- Secondary RFP – is used to obtain very complex and/or unique services in which professional expertise and methods may vary greatly.
- RFP's are generally awarded based on the weighted criteria identified in the bid package. The RFP award is a "Best Value" award. Not based on low bid or cost alone.

Request For Quotation (RFQ)

- The most common written solicitation format
- Informal competitive solicitations and lists what is needed by item, quantity, and price.
- State agencies may administer RFQ's in the following formats:
  - Written (fax, email or mail)
  - Verbal (telephone quote)

Finding & Receiving Solicitations

- Register with Cal eProcure
  - Creating your profile
- SB/DVBE Certification
- Upcoming solicitations
  - www.caleprocure.ca.gov
- State Contract and Procurement Registration System (SCPRS)
- California State Contracts Register (CSCR)

How To Review A Solicitation

- Statement of Work /Scope of Work (SOW)
  - What is the department requesting:
    - Qualifications
    - Performance specifications
    - Additional requirements
- Addendums
- Understand Question & Answer Process

https://ft2.caleprocure.ca.gov/pages/index.aspx

California eProcurement P...

File Edit View Favorites Tools Help

CA.GOV Cal eProcure

Home News/Events FA

www.caleprocure.ca.gov

Login/Register

Welcome to California's Online Marketplace

Sell to the State

Get Registered and Learn More about the System

Small Business / Disabled Veteran Business Enterprise

Get Certified and Understand Your Advantages

Get Public Procurement Information

Search for Bid Opportunities and Other Public Information

Latest News and Events

Release of Cloud Computing Special Provisions for SaaS
Friday, September 5, 2014

Small Business & DVBE Outreach Events 2015
Thursday, January 1, 2015

SEE ALL THE LATEST NEWS/EVENTS »

BUYING GREEN

Login

User ID 1001718

Password ••••••••••••••

This is a State of California computer system, which may be accessed and used only for official Government business by authorized personnel. You are advised to read the Privacy Policy regarding the personally identifiable information that we collect, maintain, and use. Unauthorized access or use of the computer system may subject violators to criminal, civil, and/or administrative action. All information on this computer system may be intercepted, recorded, read, copied, and disclosed by and to authorized personnel for official purposes, including criminal investigations. Access or use of this computer system by any person whether authorized or unauthorized constitutes consent to these terms. By logging in I agree to comply with System Use and Privacy Policy of the Financial Information System for California.

Login

Register as a Sourcing Bidder

Register as a Supplier

I forgot my password

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Latest News and Events

Small Business & DVBE Outreach Events 2016
posted on 1/4/2016 12:00:00 AM

How to Navigate Cal eProcure Webinars
posted on 12/15/2015 12:00:00 AM

SEE ALL THE LATEST NEWS/EVENTS »

BUYING GREEN

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Get Public Procurement Information

Click here to *Search for Bid Opportunities*

SEARCH FOR **CONTRACTS**

VIEW **PAST PURCHASES**

SEE **CURRENT BIDS**

Search for Public Purchasing Data

- Search for Leveraged Procurement Agreements (LPAs)
- Search State Contracting and Procurement Registration System (SCPRS) data
- Search California State Contracts Register (CSCR)
- Search Progress Payments
- Alternative Access for SCPRS
- Alternative Access for CSCR

DGS Procurement Resources

- Buying Green - Environmentally Preferable Purchasing (EPP)
- Learn about Small Business and Disabled Veteran Business Enterprise certification
- State Contracting Manuals
- Departments with Approved Purchasing Authority
- Consolidated Annual Report
- Dispute Resolution

Additional Information

- Request State Documents using the Public Records Request (PRR) process
- Learn more about State Procurement from the DGS Procurement Division

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Cal eProcure

Home | News/Events | FAQ | Help | Quicklinks | 1001718

California State Contracts Register

Search Events

Use Saved Search

Manage Saved Searches

Event ID

Event Name

Event Type

Event Status

Posted

Department

- Sell Event
- Purchase Event
- Request for Information
- Include Declined Invitations

Clear Criteria | Save Search Criteria | Advanced Search Criteria | Search

Events

Showing Results 1-59 of 59 | Download | Sort order

Sell: IFB # 2016-002 HP Server Refresh 0690-0000000050
Office of Emergency Services
Posted End Date: 01/25/2016 3:00PM PST

Sell: Cal OES Public Safety Communications, Performance 0690-6054-5
Office of Emergency Services
Posted End Date: 02/10/2016 3:00PM PST

Sell: Bins, Trash Collection and Disposal Services 2660-07A3952
Department of Transportation
Posted End Date: 01/28/2016 2:15PM PST

Sell: On-Call Inductive Loop Detector Repair and Replace 2660-10A1752
Department of Transportation
Posted End Date: 01/21/2016 2:15PM PST

Sell: HSR15-107 Request for Qualifications for Environm 2665-0000000020
High Speed Rail Authority

The new word of the day: **EVENTS**

Cal eProcure calls Solicitations by a new name - **EVENTS**

Event Details

Accept Invitation

Parking Lot Sweeping and Steam Cleaning at the Santa Rosa DMV Field Office

Event ID:
2740-15-437

Dept:
Department of Motor Vehicles

Format/Type:
Sell Event RFx

Round: 1

Version: 1

Published Date:
01/19/2016 1:15PM PST

End Date:
02/09/2016 2:00PM PST

Description:

Contractor to provide all labor, tools, materials, equipment and travel necessary for parking lot sweeping and steam cleaning services at the DMV field office in Santa Rosa, approximately 70,000 square feet.

Contact Valerie Roybal at Valerie.Roybal@dmv.ca.gov

Other Details

Contact:
Melanie Pilliard

My Bids:
0

Phone:

Edits to Submitted Bids:
Allowed

Email:
melanie.pilliard@dmv.ca.gov

Multiple Bids:
Allowed

View Event Package

Lines

Showing lines 1 of 1 Download

Description	Unit	Requested Quantity	Extended Price	Status
Parking lot sweep/steam	EA	1.0000		N/A

Return to Event Search | Post Vendor Ads | View Vendor Ads | Start a Bid

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SB Preference

- Departments granted competitive purchasing authority shall offer a 5 percent preference to California certified SBs.
- Applies for competitive solicitations regardless of the solicitation format (RFQ, IFB, RFP) or dollar value with few exceptions. (GC 14838)
- SB Preference does not apply to SB/DVBE Option

Applying The SB Preference

Bidder A *Not a Certified SB*	Bidder B *Is a Certified SB*
Bids $100,000	Bids $102,000
$100,000 x .05 (5%) **$ 5,000**	$102,000 - **5,000** $ 97,000
Bidder A Bid = $100,000	Adjusted Bidder B Bid =$97,000

Bidder B wins the contract for the <u>original</u> amount of $102,000. It pays to get certified!!!

DVBE Incentive

- Provides advantage to bidders that propose participation of California certified DVBE.
- The DVBE incentive applies to all competitive solicitations that include the DVBE Program Requirement, regardless of format, delivery method or dollar threshold.
- Incentive percentage must be identified in solicitation and how evaluation will occur.

Additional Contracting Opportunities

- Leveraged Procurement Agreements (LPA)
  - California Multiple Awards Program (CMAS)
  - Master Service Agreements (MSA)
  - Statewide Commodity Contracts
  - State Price Schedules (SPS)
  - Software Licensing Program (SLP)

For more information visit:
http://www.dgs.ca.gov/pd/Programs/Leveraged.aspx

Consolidated Annual Report

- The State awarded over $10 billion for goods, services and construction.
  - $2.4 billion to SBs
  - $407 million to DVBEs

http://www.documents.dgs.ca.gov/pd/smallbus/ReportsPage/FY2014-15/FY2014-15AnnualReport.pdf

Commercially Useful Function (CUF) Applicability

All California-certified SBs and DVBEs (contractors, subcontractors and suppliers of goods/services) bidding on / participating in a state contract, regardless of the procurement approach or the payment method used, must perform CUF!

For Small Business: Government Code 14837(d)(4)(A)

For DVBEs: Military and Veterans Code 999(b)(5)(B)

What is CUF?

A SB/DVBE certified firm…

- **Performs CUF when is doing <u>all</u> of the following:**
  - ✓ Executing a distinct element of the work of the contract.
  - ✓ Performing, managing, or supervising the work.
  - ✓ Performing work that is normal for the firm's business services and functions.
  - ✓ Negotiating price, determining quality and quantity, ordering, installing, and making payment.
  - ✓ Not subcontracting a portion of the work greater than expected by industry practices.

- **Does NOT perform CUF if:**
  - ✓ An extra participant in a transaction, contract, or project through which funds ar passed in order to obtain the appearance of SB/DVBE participation.
  - ✓ Not being used to perform the work as stipulated in the bid.
  - ✓ No longer used to provide good/services listed in initial bid response.

CUF-Related Penalties and Sanctions

Military and Veteran Code 999.9

MVC 999.9(a) Violations, including CUF-related

MVC 999.9(b) Penalties and sanctions:

- **Misdemeanor: jail and/or $1,000 fine**
- **Civil penalties:**
  - **1st violation: $10,000 - $30,000**
  - **2nd violation +: $30,000 - $50,000/each**
- **Costs and attorney's fees**

MVC 999.9(c) DGS authority to:

- **Suspend from doing business with the state 3-10 years**
- **Revoke SB and/or DVBE certification for :**
  - **1st violation : 5 years**
  - **2nd violation: 10 years**
- **Refer to Attorney General for civil penalties if sufficient grounds**

Are you contract ready?

- Does the project fit your core business strategy?
- Are you ideally positioned to respond?
- Do you understand your client's goals, issues and biases?
- Do you have the financial capacity?
- Can you deliver on the contract?
- Do you meet the client's requirements?

Tips For Success – Pre Bid

- Keep your business information up-to-date to ensure you receive important information.
- Don’t miss out on a business opportunity by letting your SB/DVBE certification lapse..
- Ask questions early on, do not wait until the last minute.
- Forecast your operating costs before solicitation is submitted.
- Make sure you read and understand the performance expectations and requirements set forth in the solicitation.
- Make sure you have funding available to purchase goods and be prepared to wait 45 days for payment.

Tips For Success – Pre Bid

- Make sure you have funding available to purchase goods and be prepared to wait 45 days for payment.
- Understand what Commercially Useful Function (CUF) means and how it applies to your solicitation.

Tips For Success – Post Bid

- Be sure you have the correct DGS SB/DVBE certification-this could result in a disqualification of award.
- Make sure you are properly licensed and insured.
- Read the entire bid; note mandatory requirements, specifications, delivery requirements, locations, etc.
- Determine whether the bid must be received by a specific date and time.

Tips For Success- Post Bid

- Respond to every item, in the order requested.
- Stay within page limits. Avoid clichés, repetition.
- Stay clear and consistent, with all answers and responses.
- If the bid includes a response checklist, use it.

Tips For Success –Post Bid

- Be Responsive
  - If faxing bids, send your response early to avoid missing the bid closing date and time.
- All required documents are included in each solicitation
  - make sure you complete and return them.
- Read the instructions carefully
- Determine whether the bid must be received by a specific date and time or postmark date.

Tips For Success- Post Bid

- Be Responsible
  - demonstrate how you will fulfill the solicitation's requirements and specifications
  - show how your proposal gives the State the best value regarding product pricing, product quality and timely product delivery.
- Be sure to include SB/DVBE certification stamp or information on your invoice, this helps expedite the processing.
- Understand language used in the solicitation
  - For example: "lump sum" means that they will not get paid until the project or phase is complete.

Tips For Success – Post Bid

- If your business secures a State contract
  - you are legally bound to deliver as promised.
  - many contracts do not pay until the job is completed;
    - be sure you can meet all aspects of the contract including the financial impact on your business.
  - Make sure that your performance has a positive impact on future opportunities.
  - Communication is key to success, have a clear understanding of your responsibilities.

Common Mistakes

- Bidders overprice their offers
  - Common when utilizing the SB/DVBE Option. This can result in a formal solicitation.
- Lack contracting requirements (i.e. insurance, bonding).
- Bidders assume each solicitation is the same, even if it is for something you have bid on in the past.
  - Read the “REQUIREMENTS” carefully.
- Forgetting and/or omitting required signatures.
- Submit a bid price based on conditions or requirements identified in the bid document.

Common Mistakes (cont.)

- Forgetting to respond to information requests.
- Forcing private sector business practices to fit the government contract environment.
- Failure to ask contract administrator questions about the solicitation.
- Lack of understanding about the performance expectations for the term of the agreement.
- Failure to follow instructions.

Resources

- Cal Eprocure
- Communication/Outreach Section
- Business Development
- Small Business Administration (SBA)
- Small Business Development Center (SBDC)
- Procurement Technical Assistance Centers (PTAC)
- Service Corporation of Retired Executive (SCORE)

Questions

We wish you success!

If you have any questions please email us at:

Wayne.gross@dgs.ca.gov

916-375-4339

Thank you for participating

The Honorable Fiona Ma
State Board of Equalization (BOE)
Welcomes You to the
San Mateo Veterans Small Business Seminar

http://www.fionama.com/home
450 Poplar Avenue
Millbrae, CA 94030
(415) 557-3000

What Is A Sale?

- Any transfer of title or possession, of tangible personal property for consideration, *regardless* of when payment is received.

§ 6006, § 6012

What is Tangible Personal Property?

Tangible Personal Property (TPP) is any item which may be seen, weighed, measured, felt, or touched, or which is in any other manner perceptible to the senses. To assist in differentiating between what is TPP and what is not TPP, some examples are provided below.

These example are not meant to be all inclusive:

Tangible Personal Property

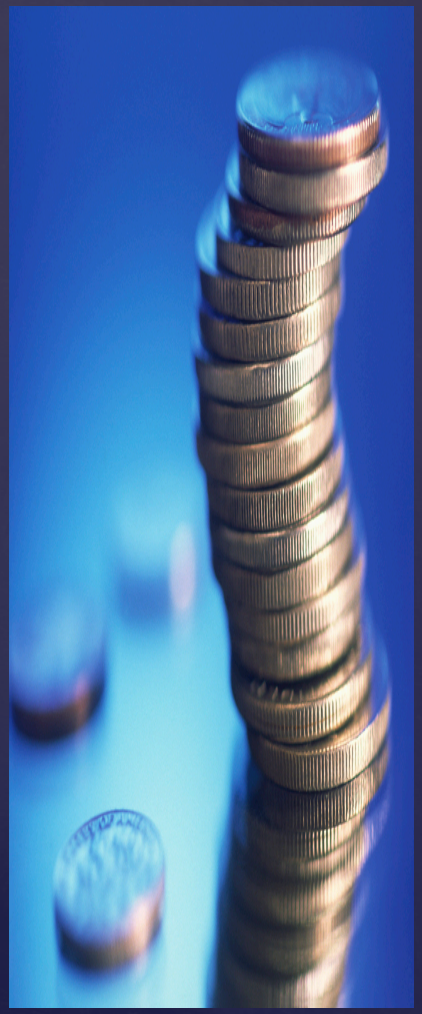
- Art, Bicycle, Toys, and Clothing
- Tapes, disks, or any other storage media
- Food Products
- Furniture and giftware

Not Tangible Personal Property

- Transfer of artwork by remote telecommunications
- Real Property
- Securities
- Sale of a gift certificate by a retailer to one who will redeem it

§6016

What Are Total Gross Receipts?



- Total amount received for the sale whether received in money or other consideration, e.g. barter or credit for trade-ins.
- Generally includes charges related to your sales, such as labor, service, etc.

What Is Sales Tax?

- Sales tax is imposed upon the retailer (seller) on the sale of tangible personal property at retail in the State of California
- The retailer <u>may</u> collect reimbursement for the sales tax from their customers
- Tax is due based upon the gross receipts from retail sales.

What Is Use Tax?

- Tax imposed on purchaser.
- California purchaser owes and must pay use tax due on the items purchased for use in California without payment of tax.
- Tax is measured by the purchase price.

When Might Use Tax be Due

Example 1

Inventory items purchased with a resale certificate without payment of tax

Items withdrawn from inventory for use other than resale (including use as gifts and free samples or for personal use)

= Use Tax Due

Resale Inventory

When Might Use Tax Be Due

Example 2

- Items purchased for your own use, &
- From out-of-state vendors who do not collect California tax on their sales.

Presumptions of the Sales and Use Tax Law

- All sales of tangible personal property in California are taxable unless otherwise specifically exempted or excluded.
- Claimed exemptions or exclusions must be supported by documentation.
- Taxpayer is responsible for providing documentation for potential examination.
- Regulation 1698, *Records*, requires taxpayers to maintain adequate records

Common Exemptions, Exclusions, & Deductions

Sales for Resale

Food Products

Labor – other than Fabrication and Assembly

Sales to the U.S. Government

Sales in Interstate and Foreign Commerce

Sales Tax Included in Gross Receipts

http://www.boe.ca.gov/sutax/staxregs.htm

Nonprofit Veterans' Organization

- Sales of American flags
- Meals exemption
  - ✓ Food or meals are sold at a **social or other gathering** you conduct;
  - ✓ Food or meals are furnished to **raise funds** for your organization's functions and activities;
  - ✓ **Proceeds** are used to carry out those functions and activities.

§ 6359.3

Nonprofit Veterans' Organization

- Buddy Poppies and similar symbolic lapel pins

- Exempt from sales or use tax, when:
- ✓ Sold or purchased by the Veterans of Foreign Wars or other specified organizations;
- ✓ Memorialize U.S. military veterans killed in foreign wars.

§ 6360.1

Itinerant Veteran Vendor

- Consumer of items owned and sold
- Not required to hold a seller's permit
- Some exceptions: Catering, vending machine, alcoholic beverages, item >$100

§ 6018.3

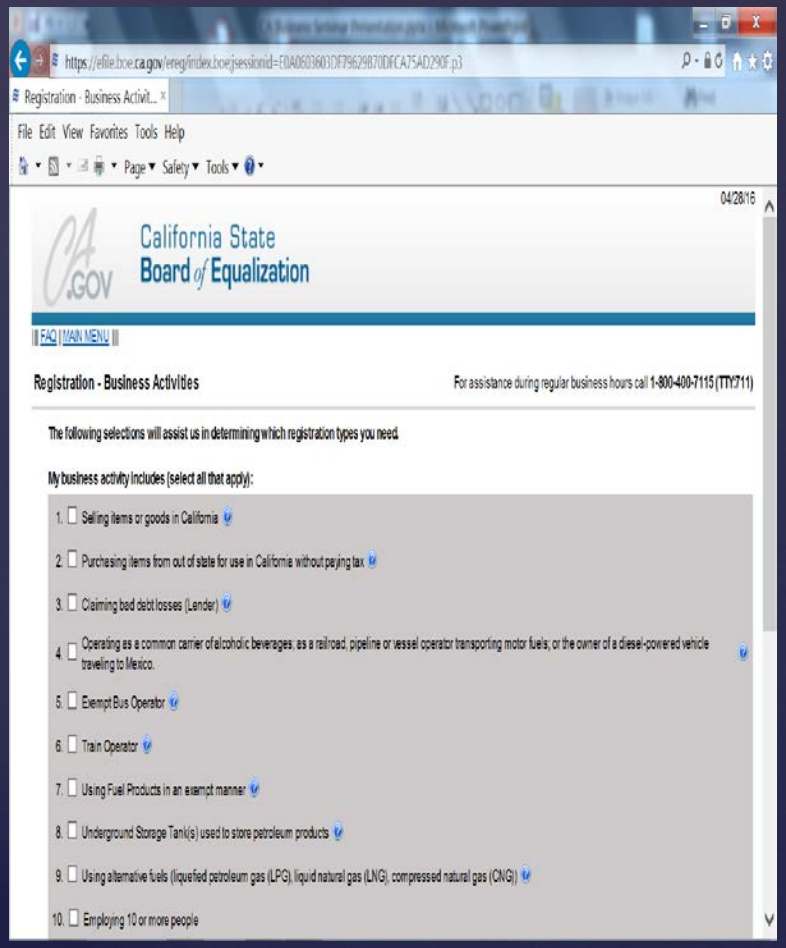
Qualified Itinerant Veteran Vendor

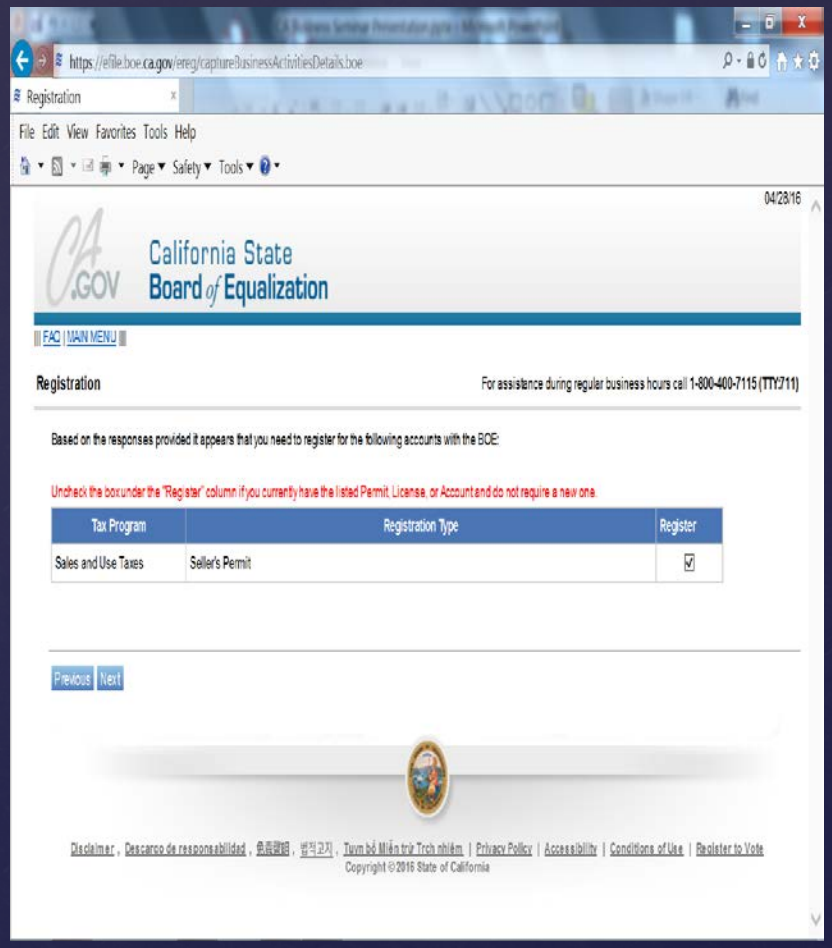
- ✓ Were honorably discharged from the United States Armed Forces;
- ✓ Are sole proprietors with no employees;
- ✓ Are unable to obtain a livelihood by manual labor due to a service related disability; and
- ✓ Have no permanent place of business in this state.

§ 6018.3

How do I get started?

Online Registration





http://www.boe.ca.gov/Registration

Useful Resources

Customer Service Center

Customer Service Center (Staff is available to walk you through your tax return or the registration process, as well as answer your general tax questions)

1-800-400-7115

Mon – Fri, 8:00 a.m. to 5:00 p.m.

or visit www.boe.ca.gov/sutax/veterans.htm.

24 hr. fax-back service: you may call the Customer Service Center to request that any common form or publication be faxed to you

> 24 hr voice recordings on specific topics

> For the hearing impaired

TTY: 711

Local BOE Offices

- Visit your local BOE office for assistance
- Use one of BOE's self-service kiosks to access online services for various items such as filing and paying your taxes online

For BOE office locations & addresses go to:
http://www.boe.ca.gov/info/phone.htm

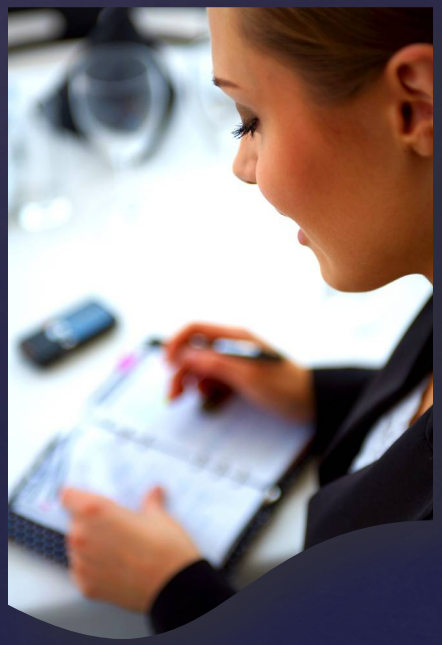
Taxpayer Education Consultation Program

The consultation is FREE.

A trained staff member will review your business operation and record keeping system.

Call your local BOE office to make an appointment for one-on-one assistance.

Find contact information for your local BOE office at the following address:
http://www.boe.ca.gov/info/phone.htm



We wish you success in your business venture

We welcome your comments and suggestions

2016

STATE OF CALIFORNIA
Franchise Tax Board

Forms of Ownership

Presented by

Small Business Education and Outreach Section

State of California
Franchise Tax Board

Sole Proprietorships

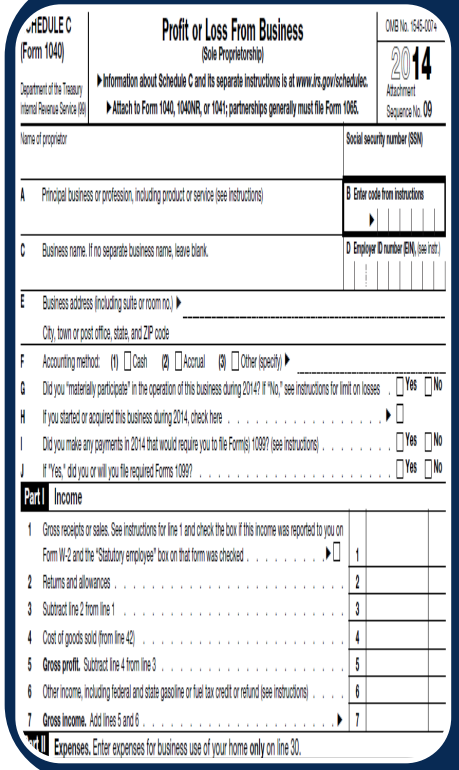
Sole Proprietorship Characteristics

The simplest form of doing business.

No formal transfer of assets to start business.

Business' taxable year is the same as the owner's taxable year.

Sole Proprietorship Characteristics


SCHEDULE C (Form 1040)
Department of the Treasury Internal Revenue Service (99)

Profit or Loss From Business
(Sole Proprietorship)
▶ Information about Schedule C and its separate instructions is at www.irs.gov/schedulec.
▶ Attach to Form 1040, 1040NR, or 1041; partnerships generally must file Form 1065.

OMB No. 1545-0074
2014
Attachment Sequence No. 09

Name of proprietor | Social security number (SSN)

A Principal business or profession, including product or service (see instructions) | B Enter code from instructions ▶

C Business name. If no separate business name, leave blank. | D Employer ID number (EIN), (see instr.)

E Business address (including suite or room no.) ▶
City, town or post office, state, and ZIP code

F Accounting method: (1) ☐ Cash (2) ☐ Accrual (3) ☐ Other (specify) ▶

G Did you "materially participate" in the operation of this business during 2014? If "No," see instructions for limit on losses . ☐ Yes ☐ No

H If you started or acquired this business during 2014, check here . . . . . ▶ ☐

I Did you make any payments in 2014 that would require you to file Form(s) 1099? (see instructions) . . . . . ☐ Yes ☐ No

J If "Yes," did you or will you file required Forms 1099? . . . . . ☐ Yes ☐ No

Part I Income

1	Gross receipts or sales. See instructions for line 1 and check the box if this income was reported to you on Form W-2 and the "Statutory employee" box on that form was checked . . . . . ▶ ☐	1	
2	Returns and allowances	2	
3	Subtract line 2 from line 1	3	
4	Cost of goods sold (from line 42)	4	
5	**Gross profit.** Subtract line 4 from line 3	5	
6	Other income, including federal and state gasoline or fuel tax credit or refund (see instructions)	6	
7	**Gross income.** Add lines 5 and 6 . . . . . ▶	7	

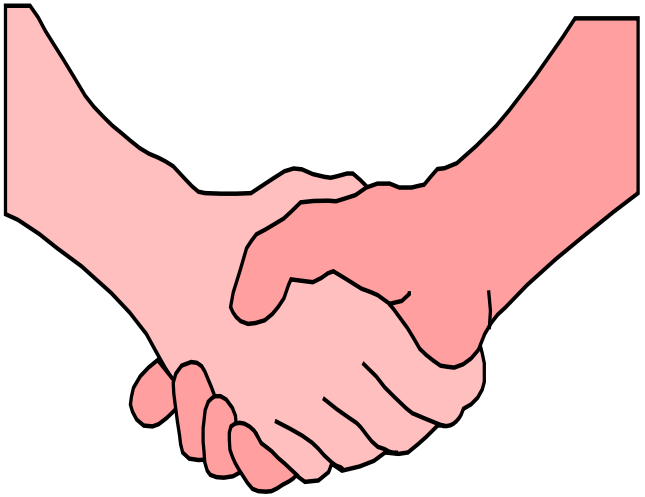
Part II Expenses. Enter expenses for business use of your home only on line 30.

- Sole proprietors use Federal Schedule C to report the business' profit or loss on their Form 540 income tax returns whether distributed or not.
- Losses generally offset other income.
- Sole proprietor is not considered to be an employee of the business.

STATE OF CALIFORNIA
Franchise Tax Board

STATE OF CALIFORNIA
Franchise Tax Board

General Partnerships

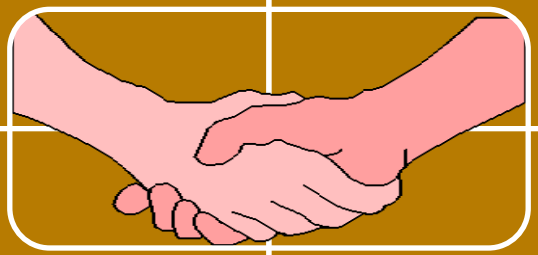


STATE OF CALIFORNIA
Franchise Tax Board

Partnership Characteristics

Two or more persons carrying on a business for profit.

Flexible form of business and relatively easy to set up.



Partners decide the organization's structure and distribution of profits and losses.

A formal written agreement is advisable.

Partnership Characteristics

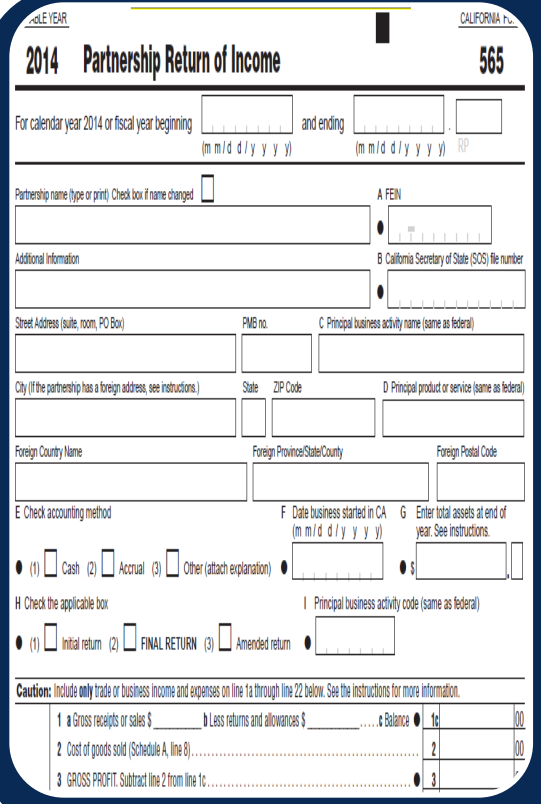


TABLE YEAR CALIFORNIA FO...

2014 Partnership Return of Income **565**

For calendar year 2014 or fiscal year beginning (m m / d d / y y y y) and ending (m m / d d / y y y y) RP

Partnership name (type or print) Check box if name changed — A FEIN

Additional Information — B California Secretary of State (SOS) file number

Street Address (suite, room, PO Box) — PMB no. — C Principal business activity name (same as federal)

City (If the partnership has a foreign address, see instructions.) — State — ZIP Code — D Principal product or service (same as federal)

Foreign Country Name — Foreign Province/State/County — Foreign Postal Code

E Check accounting method — F Date business started in CA (m m / d d / y y y y) — G Enter total assets at end of year. See instructions.

(1) Cash (2) Accrual (3) Other (attach explanation) — $

H Check the applicable box — I Principal business activity code (same as federal)

(1) Initial return (2) FINAL RETURN (3) Amended return

Caution: Include **only** trade or business income and expenses on line 1a through line 22 below. See the instructions for more information.

1 a Gross receipts or sales $ b Less returns and allowances $ c Balance 1c 00

2 Cost of goods sold (Schedule A, line 8) 2 00

3 GROSS PROFIT. Subtract line 2 from line 1c 3

- Not a separate taxable entity.
- Partnership files informational return using Form 565.
- Partners report profit or loss on their individual Form 540 income tax returns whether distributed or not.
- Losses may be limited.

STATE OF CALIFORNIA
Franchise Tax Board

Most Commonly Used Legal Entities

Corporations

Limited Liability Companies

There are other less common legal entities types available. For more information see our publication FTB 1123, *Forms of Ownership.*

California Legal Entities

Formed by filing the appropriate documents or forms with the California Secretary of State.

Corporation	Limited Liability Company
• Articles of Incorporation • Various Forms • Minimum Tax	• Articles of Organization • Form LLC-1 • Annual Tax and Fee

Taxed annually until formally dissolved or cancelled.

STATE OF CALIFORNIA
Franchise Tax Board

C Corporations

STATE OF CALIFORNIA
Franchise Tax Board

C Corporation Characteristics

A separate legal entity owned by shareholders.

Must register with SOS before conducting business.

Can be costly to set up and maintain.

Option of choosing an income year other than the calendar year.

C Corporation Characteristics

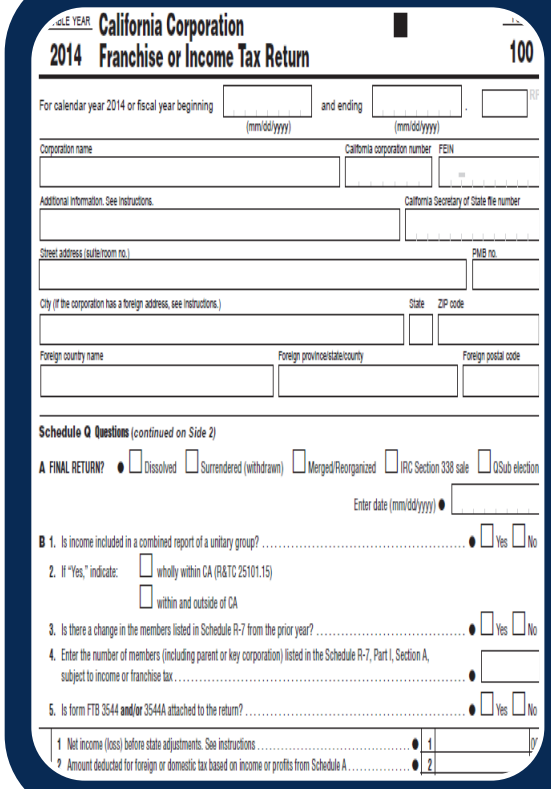


TABLE YEAR **California Corporation**
2014 Franchise or Income Tax Return **100**

For calendar year 2014 or fiscal year beginning (mm/dd/yyyy) and ending (mm/dd/yyyy)

Corporation name | California corporation number | FEIN

Additional information. See instructions. | California Secretary of State file number

Street address (suite/room no.) | PMB no.

City (if the corporation has a foreign address, see instructions.) | State | ZIP code

Foreign country name | Foreign province/state/county | Foreign postal code

Schedule Q Questions *(continued on Side 2)*

A FINAL RETURN? ● ☐ Dissolved ☐ Surrendered (withdrawn) ☐ Merged/Reorganized ☐ IRC Section 338 sale ☐ QSub election

Enter date (mm/dd/yyyy) ●

B 1. Is income included in a combined report of a unitary group? ● ☐ Yes ☐ No

2. If "Yes," indicate: ☐ wholly within CA (R&TC 25101.15)
☐ within and outside of CA

3. Is there a change in the members listed in Schedule R-7 from the prior year? ● ☐ Yes ☐ No

4. Enter the number of members (including parent or key corporation) listed in the Schedule R-7, Part I, Section A, subject to income or franchise tax ●

5. Is form FTB 3544 **and/or** 3544A attached to the return? ● ☐ Yes ☐ No

1 Net income (loss) before state adjustments. See instructions ● 1
2 Amount deducted for foreign or domestic tax based on income or profits from Schedule A ● 2

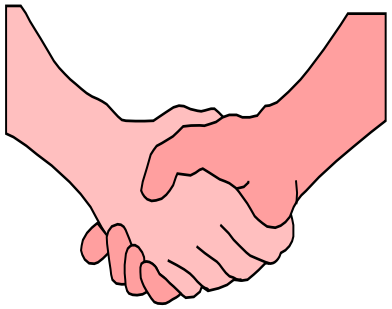
- Files using Form 100.
- Taxed annually on its earnings at a rate of 8.84% on net income.
- Subject to $800 minimum tax.
- Shareholders taxed on distributed dividends.

STATE OF CALIFORNIA
Franchise Tax Board

2016

STATE OF CALIFORNIA
Franchise Tax Board

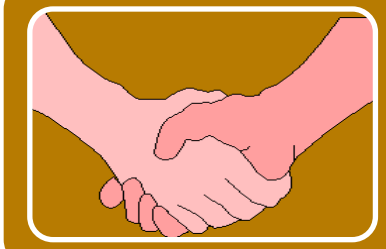
S Corporations



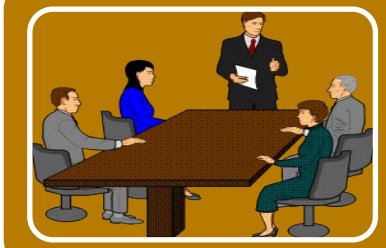
STATE OF CALIFORNIA
Franchise Tax Board

S Corporation Characteristics

A separate legal entity owned by shareholders.



Must register with SOS before conducting business.



Election is made for S corporation status.

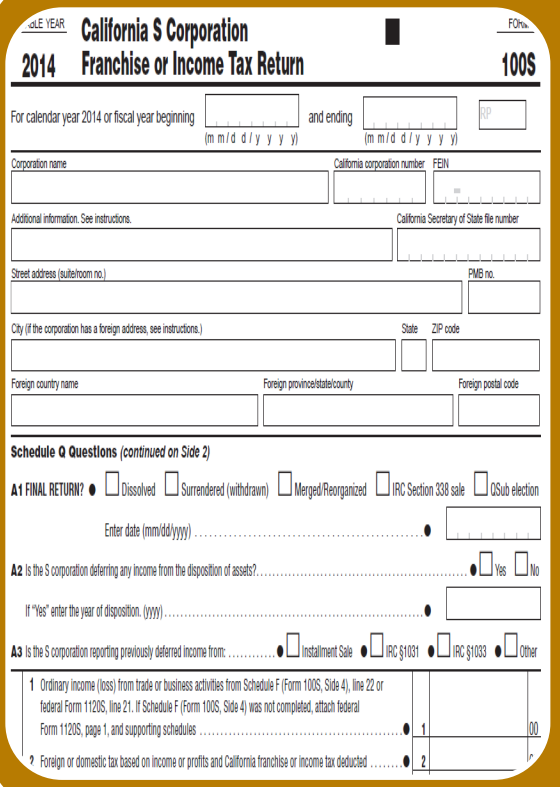
S Corporation Characteristics

No more than 100 shareholders.

Only one class of stock.

Shareholder can only be individuals, estates, or certain trusts.

S Corporation Characteristics



TAXABLE YEAR **California S Corporation** FORM
2014 Franchise or Income Tax Return **100S**

For calendar year 2014 or fiscal year beginning (m m / d d / y y y y) and ending (m m / d d / y y y y) RP

Corporation name | California corporation number | FEIN

Additional information. See instructions. | California Secretary of State file number

Street address (suite/room no.) | PMB no.

City (if the corporation has a foreign address, see instructions.) | State | ZIP code

Foreign country name | Foreign province/state/county | Foreign postal code

Schedule Q Questions *(continued on Side 2)*

A1 FINAL RETURN? ● ☐ Dissolved ☐ Surrendered (withdrawn) ☐ Merged/Reorganized ☐ IRC Section 338 sale ☐ QSub election

Enter date (mm/dd/yyyy) ●

A2 Is the S corporation deferring any income from the disposition of assets? ● ☐ Yes ☐ No

If "Yes" enter the year of disposition. (yyyy) ●

A3 Is the S corporation reporting previously deferred income from: ● ☐ Installment Sale ● ☐ IRC §1031 ● ☐ IRC §1033 ● ☐ Other

1 Ordinary income (loss) from trade or business activities from Schedule F (Form 100S, Side 4), line 22 or federal Form 1120S, line 21. If Schedule F (Form 100S, Side 4) was not completed, attach federal Form 1120S, page 1, and supporting schedules ● 1 00

2 Foreign or domestic tax based on income or profits and California franchise or income tax deducted ● 2

- A hybrid business entity.
- Files using Form 100S.
- State tax rate of 1.5% of net income. Not subject to federal tax.
- Subject to $800 minimum tax.
- Shareholders report profit or loss on their individual Form 540 income tax returns whether distributed or not.

STATE OF CALIFORNIA
Franchise Tax Board

2016

STATE OF CALIFORNIA
Franchise Tax Board

Limited Liability Companies (LLC)

STATE OF CALIFORNIA
Franchise Tax Board

LLC Characteristics

A separate legal entity owned by members.

Must register with SOS before conducting business.

A hybrid business entity.

Restrictions may apply to professional services that require a license, certification, or registration.

LLC Characteristics

IRS partnership classification: follow partnership rules.

For California only. A single member classification: follow sole proprietor rules.

IRS corporation classification: follow corporation rules.

LLC Characteristics
Single Member and Partnership

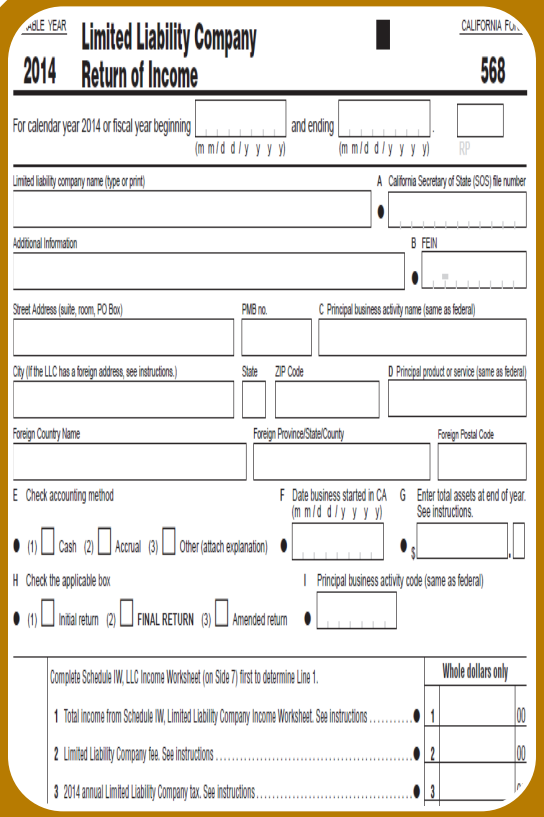


TABLE YEAR **Limited Liability Company Return of Income** CALIFORNIA FO...

2014 568

For calendar year 2014 or fiscal year beginning (m m / d d / y y y y) and ending (m m / d d / y y y y). RP

Limited liability company name (type or print) — A California Secretary of State (SOS) file number

Additional Information — B FEIN

Street Address (suite, room, PO Box) — PMB no. — C Principal business activity name (same as federal)

City (If the LLC has a foreign address, see instructions.) — State — ZIP Code — D Principal product or service (same as federal)

Foreign Country Name — Foreign Province/State/County — Foreign Postal Code

E Check accounting method — F Date business started in CA (m m / d d / y y y y) — G Enter total assets at end of year. See instructions.

(1) Cash (2) Accrual (3) Other (attach explanation) — $

H Check the applicable box — I Principal business activity code (same as federal)

(1) Initial return (2) FINAL RETURN (3) Amended return

Complete Schedule IW, LLC Income Worksheet (on Side 7) first to determine Line 1. — Whole dollars only

1 Total income from Schedule IW, Limited Liability Company Income Worksheet. See instructions 1 00

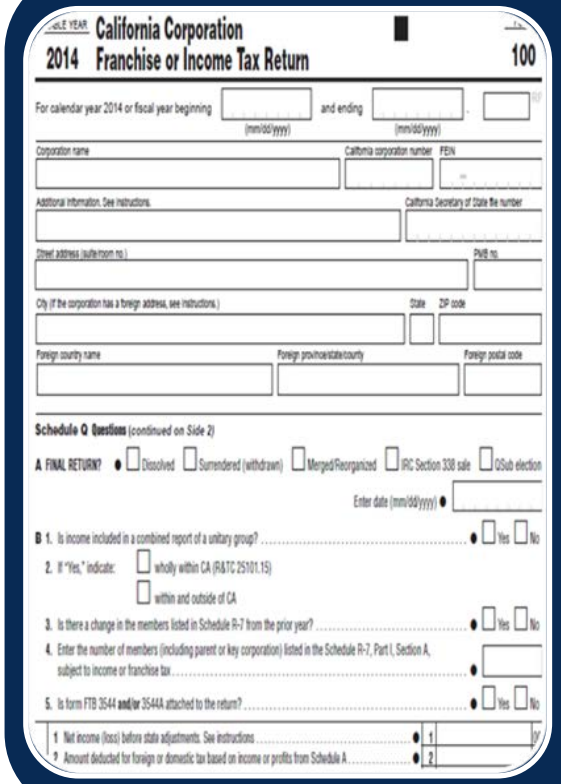
2 Limited Liability Company fee. See instructions 2 00

3 2014 annual Limited Liability Company tax. See instructions 3

- Single or partnership classified LLCs file using Form 568.
- Subject to $800 annual tax.
- Maybe subject to an LLC fee based on total income (gross income plus cost of goods).
- Members report their share of profit or loss on Form 540 income tax returns whether distributed or not.

STATE OF CALIFORNIA
Franchise Tax Board

LLC Characteristics
C Corporation Classification


TAXABLE YEAR **California Corporation**
2014 Franchise or Income Tax Return **100**

For calendar year 2014 or fiscal year beginning (mm/dd/yyyy) and ending (mm/dd/yyyy)

Corporation name | California corporation number | FEIN

Additional information. See instructions. | California Secretary of State file number

Street address (suite/room no.) | PMB no.

City (If the corporation has a foreign address, see instructions.) | State | ZIP code

Foreign country name | Foreign province/state/county | Foreign postal code

Schedule Q Questions (continued on Side 2)

A FINAL RETURN? ● ☐ Dissolved ☐ Surrendered (withdrawn) ☐ Merged/Reorganized ☐ IRC Section 338 sale ☐ QSub election

Enter date (mm/dd/yyyy) ●

B 1. Is income included in a combined report of a unitary group? ● ☐ Yes ☐ No

2. If "Yes," indicate: ☐ wholly within CA (R&TC 25101.15)
☐ within and outside of CA

3. Is there a change in the members listed in Schedule R-7 from the prior year? ● ☐ Yes ☐ No

4. Enter the number of members (including parent or key corporation) listed in the Schedule R-7, Part I, Section A, subject to income or franchise tax ●

5. Is form FTB 3544 **and/or** 3544A attached to the return? ● ☐ Yes ☐ No

1 Net income (loss) before state adjustments. See instructions ● 1

2 Amount deducted for foreign or domestic tax based on income or profits from Schedule A ● 2

- C Corporation classified LLCs file using Form 100.
- Taxed annually on its earnings at a rate of 8.84% on net income.
- Subject to $800 minimum tax.
- Members receive profits and losses like C corporation shareholder.

STATE OF CALIFORNIA
Franchise Tax Board

LLC Characteristics
S Corporation Election

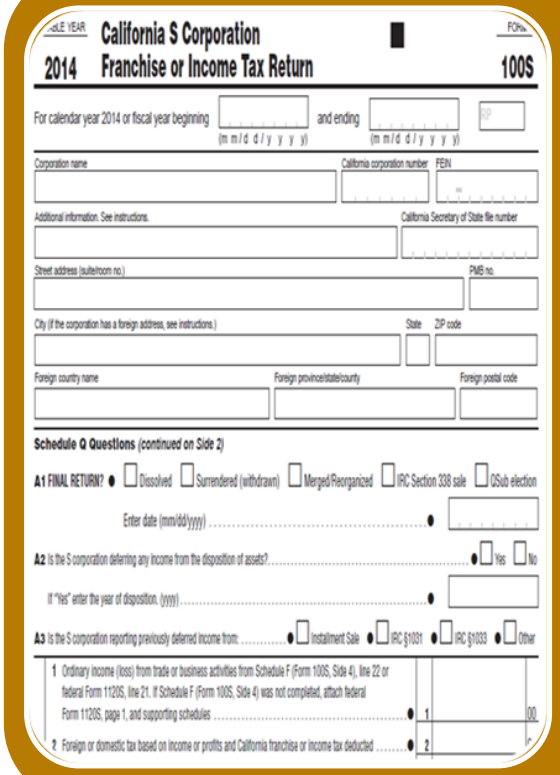


TABLE YEAR **California S Corporation** FORM
2014 Franchise or Income Tax Return **100S**

For calendar year 2014 or fiscal year beginning (m m/d d/y y y y) and ending (m m/d d/y y y y)

Corporation name | California corporation number | FEIN

Additional information. See instructions. | California Secretary of State file number

Street address (suite/room no.) | PMB no.

City (if the corporation has a foreign address, see instructions.) | State | ZIP code

Foreign country name | Foreign province/state/county | Foreign postal code

Schedule Q Questions *(continued on Side 2)*

A1 FINAL RETURN? ☐ Dissolved ☐ Surrendered (withdrawn) ☐ Merged/Reorganized ☐ IRC Section 338 sale ☐ QSub election

Enter date (mm/dd/yyyy)

A2 Is the S corporation deferring any income from the disposition of assets? ☐ Yes ☐ No

If "Yes" enter the year of disposition. (yyyy)

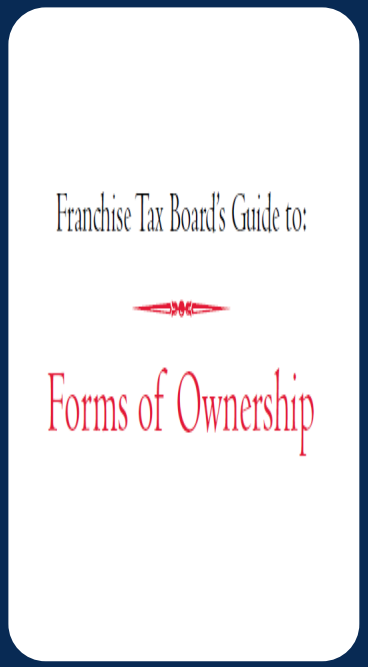
A3 Is the S corporation reporting previously deferred income from: ☐ Installment Sale ☐ IRC §1031 ☐ IRC §1033 ☐ Other

1 Ordinary income (loss) from trade or business activities from Schedule F (Form 100S, Side 4), line 22 or federal Form 1120S, line 21. If Schedule F (Form 100S, Side 4) was not completed, attach federal Form 1120S, page 1, and supporting schedules 1 00

2 Foreign or domestic tax based on income or profits and California franchise or income tax deducted 2

- S Corporation classified LLCs file using Form 100S.
- State tax rate of 1.5% on net income. Not subject to federal tax.
- Subject to $800 minimum tax.
- Members report their share of profit or loss on Form 540 income tax returns whether distributed or not.

Forms of Ownership Information



FTB Publication 1123, *Franchise Tax Board's Guide to Forms of Ownership*

STATE OF CALIFORNIA
Franchise Tax Board

Lucius Davis
FTB Small Business Liaison

Telephone	• 916.845.4669
Email	• Lucius.Davis@ftb.ca.gov

STATE OF CALIFORNIA
Franchise Tax Board

Work Opportunity Tax Credit (WOTC)

Help put California to work!

Employment Development Department
State of California

What is WOTC?

- A Federal tax credit available to employers in 53 states and territories who hire individuals in certain traditionally hard-to-hire target groups.

- Congress normally reauthorizes the program and its target groups every two years, and funding on an annual basis.

- In California, the Employment Development Department (EDD) administers the processing of the WOTC certifications.

California's WOTC

- In 2015, California granted a total of $525,610,600 in tax credits.
- Of the 293,807 certification requests received in 2015, 78% were submitted electronically.
- California receives and processes more WOTC requests than any other state.

How does WOTC help?

- Encourages the hiring of individuals who face significant barriers to employment.
- Provides a federal tax credit to employers who hire these individuals.
- Boosts California's economy by putting more of the population to work; saving supportive services funds in doing so (e.g., food stamps, unemployment, etc.).

What are the target groups?

- **A – Short-term TANF Recipient** (up to $2,400)
- **B – Veterans** (up to $9,600)
- **C – Ex-Felon** (up to $2,400)
- **D – Designated Community Resident** (up to $2,400)
- **E – Vocational Rehabilitation Referral** (up to $2,400)
- **F – Qualified Summer Youth** (up to $1,200)
- **G – SNAP (Food Stamp) Recipient** (up to $2,400)
- **H – Supplemental Security Income Recipient** (up to $2,400)
- **I – Long-term TANF Recipient** (up to $9,000)
- **J – Long-term Unemployment Insurance Recipient** (up to $2,400)

Veterans Processing Preference

Qualified Veterans are:

- 180 days of consecutive active duty services that do not include school or training
- Received any type of discharge from the United States Military
- No age restrictions

Veterans WOTC Sub-Target Groups

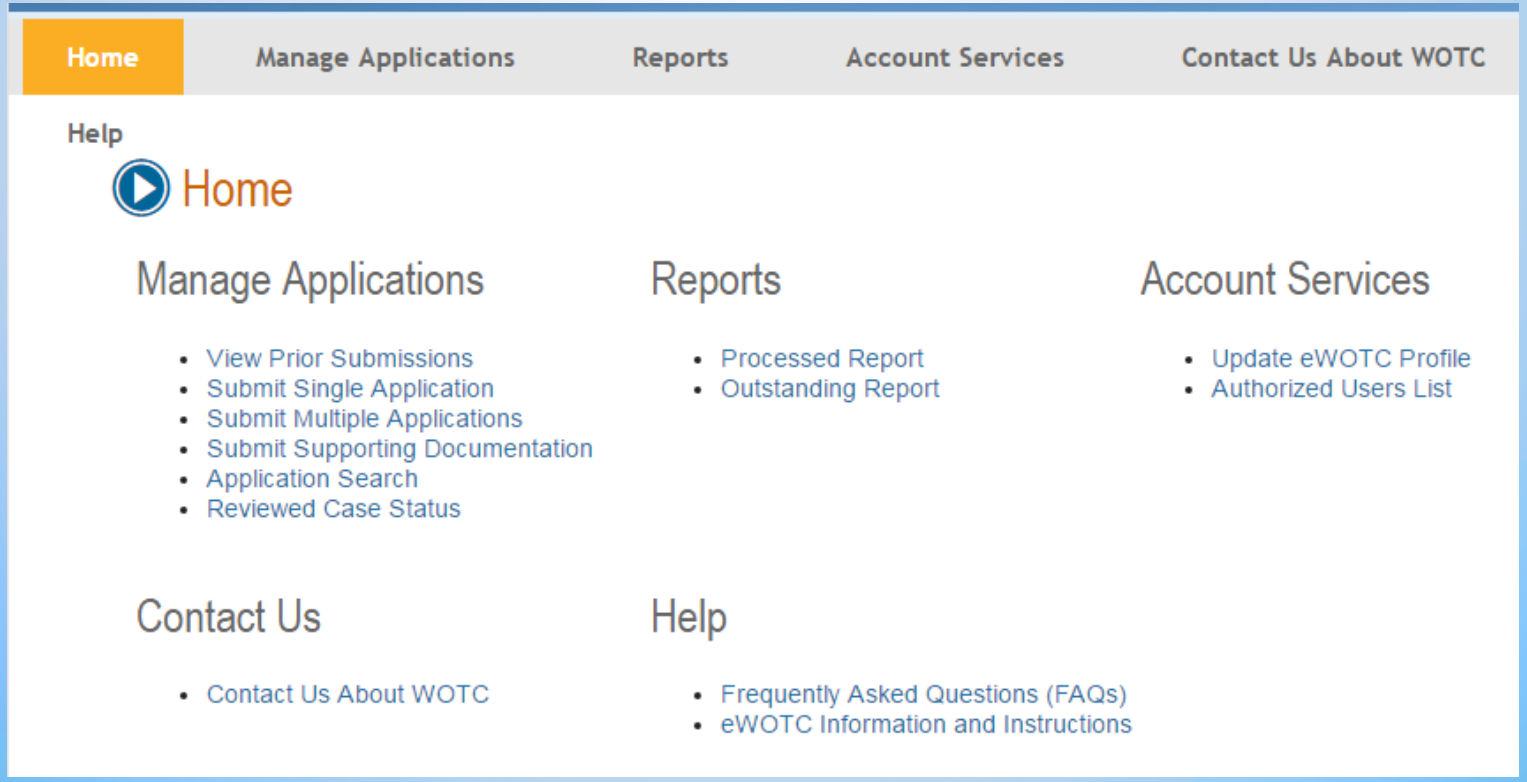
- **Ba – Veteran who receives SNAP**
  - Up to $2,400
- **Bb – Disabled Veteran who is hired within one year of discharge**
  - Up to $4,800
- **Bc – Disabled Veteran who is unemployed at least six months prior to being hired**
  - Up to $9,600
- **Bd – Veteran unemployed at least four weeks prior to being hired**
  - Up to $2,400
- **Be –Veteran unemployed at least six months prior to being hired**
  - Up to $5,600

How is the WOTC tax credit calculated?

- The tax credit for the Long-Term TANF Recipient (Target Group I) is available through the second year of employment:
  - After the employee works at least 400 hours
    - 40% of first year wages, up to maximum credit of $4,000
    - 50% of second year wages, up to maximum credit of $5,000
- For all other target groups, employees must work at least 120 hours in the first year of employment:
  - At least 120 hours: 25% of first year wages, up to maximum
  - At least 400 hours: 40% of first year wages, up to maximum

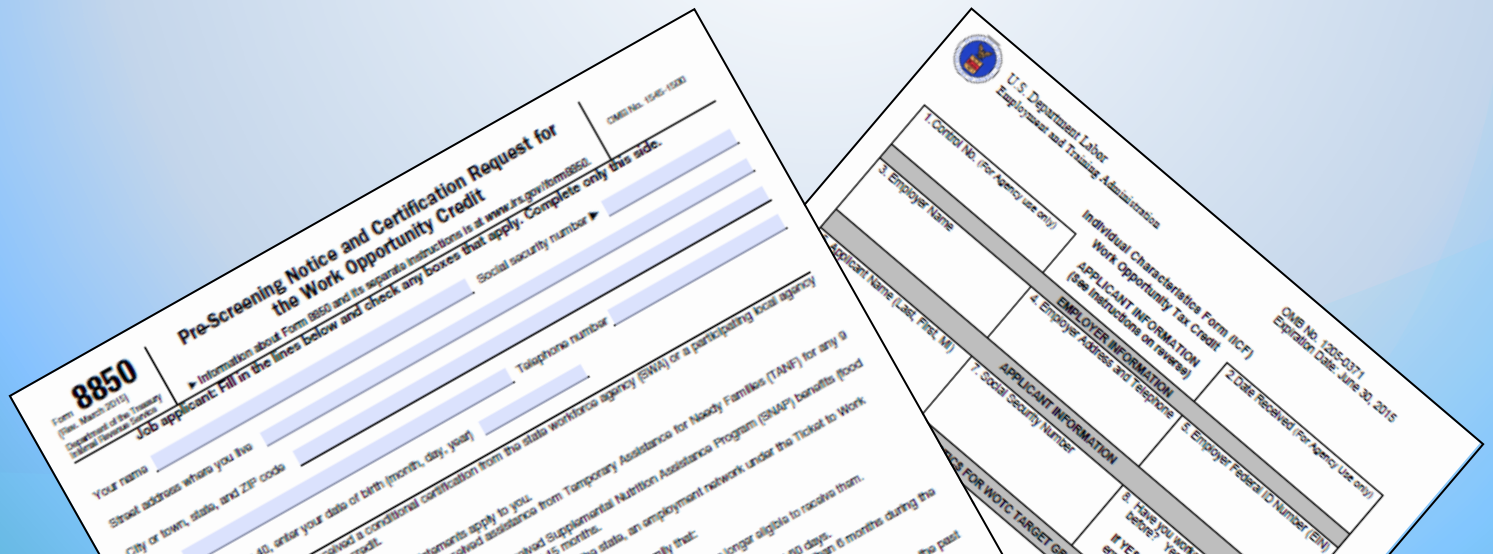
eWOTC – WOTC Online!

- Submit WOTC certification request applications
- Check status of submitted applications
- Print letters for previously submitted applications
- Faster processing of certification requests



What forms are needed to apply?

- There are two forms that must be filled out and signed by both the employee and the employer to request a certification:
  - Internal Revenue Service (IRS) form:
    IRS 8850 – Prescreening Notice and Certification Request
  - Department of Labor (DOL) form:
    DOL-ETA 9061 – Individual Characteristics Form



Supporting Documents

- Supporting documents that are accepted by the California WOTC office, but are not required:
  - Veteran Documents – DD214 and, if applicable, letter from Veteran's Administration stating Veteran's disability status.
  - Vocational Rehab Documents – Letter from Vocational Rehab agency, Social Services agency, or Veteran's Administration verifying referral.
  - Ex-Felon Documents – Court documents, correctional institution records, or a statement from parole officer that includes the inmate identification number and their release date.

When does the request need to be submitted?

- The applications for request of certification (IRS 8850 & ETA 9061) must be submitted together online or postmarked **within 28 days of the employee's start date**.
  - Online: www.edd.ca.gov/WOTC
  - Mail: EDD WOTC Processing Center
    2901 50th Street
    Sacramento, CA 95817

Notification of Decision

- A letter of determination will be mailed to the employer or tax representative.
- If a certification letter is issued, file for a tax credit with the IRS.
- If the request is denied, a letter stating the reason for denial will be sent.

Contact California WOTC @

- Online – www.edd.ca.gov/wotc
- Email – WOTCSupport@edd.ca.gov
- Phone – 1-866-593-0173
- Mail – Employment Development Dept.
  Attn: WOTC Center
  2901 50th Street
  Sacramento, CA 95817

In Conclusion

- WOTC is a Federal tax credit available to employers
- EDD administers the processing of the WOTC certifications
- 10 Target Groups with five Veterans Sub-Target Groups
- Veterans given processing preference
- Electronic filing available
- WOTC helps put California back to work!