

**ALAMEDA COUNTY
ECONOMIC
DEVELOPMENT
ADVISORY
BOARD

ANNUAL REPORT
AND
1992/1993 ACCOMPLISHMENTS**

MAY 1993

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EDAB'S STRUCTURE

is a coalition of community and business leaders and organizations, working together to confront the challenges facing business in Alameda County and the East Bay. All 14 cities, the County, chambers of commerce, business leaders, labor, special districts and utilities, non-profit, educational and environmental organizations have committed their talents and resources to the program.

EDAB'S MISSION

is to enhance the competitive economic position of the County while maintaining its environment and quality of life by encouraging business growth, maintaining a competitive workforce and building a positive business climate. EDAB accomplishes this mission by augmenting and coordinating existing city, County and private economic development efforts and implementing additional programs through four committees: Business Development; Industry/Government Relations; Science and Technology; and Education/Workforce.

THE EDAB BOARD

oversees the program and addresses issues from a wide range of perspectives, contributing time, experience and resources, and offering their considerable credibility to advocacy efforts on behalf of business in the East Bay. Each Board member serves on one of the four program area committees or on special project task forces. Each committee is supported by councils consisting of staff/representatives from: city and county planning departments; regulatory organizations; city economic development and chamber of commerce directors; science and technology; and the educational and environmental community.

ECONOMIC DEVELOPMENT ADVISORY BOARD

EXECUTIVE COMMITTEE

Don Perata, Chairman, EDAB
Alameda County Board of
Supervisors

Dennis C. Cuneo, Vice Chairman, EDAB
Vice President, New United
Motor Mfg. Inc.

Donna Burke, Chair,
Education/Workforce Committee
Pacific Bell

George D. O'Brien, Jr., Chairman, Business
Development Committee
ICF Kaiser Engineers

Edwin O. De Silva, Chairman, Industry and
Gov. Relations Committee
Oliver de Silva, Inc.

Ignacio De La Fuente, Liaison, Labor
Organizations
Central Labor Council

David Nesmith, Liaison, Environmental
Organizations
Sierra Club

Judi Pacult, Chair, Science & Technology
Committee
University of California

Bruce Quan, Chairman, Business Promotion &
Int'l Trade Sub-Committee
Attourney

Lindsay J. Roberts, Chair, Business and
Industry Council
Union City Chamber of Commerce

Peter Snyder, Chairman, Business Devel. &
Retention Sub-Committee
City of Dublin

EDAB BOARD OF DIRECTORS

Carl Anthony
Earth Island Institute

Daniel Boggan, Jr.
University of California, Berkeley

James L. Brown
Building Trades Council

Joseph W. Callahan
Callahan Property Co.

Edward R. Campbell
Board of Supervisors

Gay Plair Cobb
Oakland Private Industry Council

Ellen M. Corbett
San Leandro City Council

Philip E. Coyle
Lawrence Livermore National Laboratory

William Dehn
CH2M Hill

Dr. Terry L. Dicianna
Chabot/Las Positas Com. College District

Frederick J. Dorey
Bay Area Bioscience Center

John Dutra
Fremont City Council

Pat Ford
SEIU, Local 616

James T. Given
Eastmont Mall

Elihu M. Harris, Mayor
City of Oakland

Robert L. Harris
Pacific Gas & Electric

Joji Hayashi
American President Companies

Douglas J. Higgins
Bay Rubber Company

Frank Kaing
Metropolitan National Bank

Doug Linney
CA League of Conservation Voters

William W. Lee
Economics Research Associates

Tony Paap
Childrens Hospital

Denise M. Peebles
East Bay Perinatal

Kenneth B. Rawlings
Otis Spunkmeyer Cookies

Charles R. Roberts
Port of Oakland

Larry E. Rose
Kraft General Foods

August Scornaienchi
County Superintendent of Schools

James W. Sievers
Gregory Group, Inc.

David W. Smith, Mayor
City of Newark

Richard Spees
City of Oakland

Arnold Steinman
Ion Systems

Jodi Stewart
KTVU, Inc.

Ben Tarver, Mayor
City of Pleasanton

Selma Taylor
East Bay SBDC

Carolyn Went
Wente Bros. Winery

Daniel I. Wilkowsky
Union Sanitary Dist.

Frank Wilson
Bay Area Rapid Transit

William Withrow, Jr., Mayor
City of Alameda

John Woodbury
Green Belt Alliance

ECONOMIC DEVELOPMENT ADVISORY BOARD
GENERAL MEMBERSHIP

GOVERNMENT

California Dept. of Commerce
Alameda County
City of Alameda
City of Albany
City of Berkeley
City of Dublin

City of Emeryville
City of Fremont
City of Hayward
City of Livermore
City of Newark

City of Oakland
City of Piedmont
City of Pleasanton
City of San Leandro
City of Union City

DISTRICTS AND AUTHORITIES

East Bay Municipal Utility District
Alameda County Water District
Union Sanitary District
Zone 7 Flood Control and Water Conservation District
Port of Oakland
Oro Loma Sanitary District
Castro Valley Sanitary District
Dublin San Ramon Services District
Peralta Community College District
Eden Glen Area Regional Occupation Program
Mission Valley Regional Occupation Program
Tri-Valley Regional Occupation Program

Alameda County Superintendent of Schools
K-12 School Districts:
Alameda
Berkeley
Castro Valley
Dublin
Emeryville
New Haven
Oakland
Piedmont
San Leandro
San Lorenzo
Sunol Glen

ECONOMIC DEVELOPMENT ADVISORY BOARD
GENERAL MEMBERSHIP
PRIVATE SECTOR AND NON-PROFITS

Alta Bates Medical Center
American Brass & Iron
American President Companies
Arnelle & Hastie
Ashlock Company
The Bank of New York
Bay Area Bioscience Center
Bear Stearns & Co., Inc.
Berkeley Farms
The Boston Company
Browning - Ferris Industries
The California Toll Road Company
Cargill Salt
Catellus Development Corp.
Centennial Civil Engineers
CH2M Hill
Chicago Title Company
Children's Hospital, Oakland
The Clorox Company
Coalition of Labor and Business (COLAB)
Criterion Investment Management Co.
Crosby, Heafey, Roach and May
Cushman & Wakefield
Designed Mobile Systems
Doric Development, Inc.
East Bay Perinatal Council
The Earth Technology Corporation
Economic Empowerment Foundation
Economic Research Associates
Employment Development Department
Federal Express

F.E. Jordan Associates, Inc.
First American Title Co.
Golden State Warriors
Goldman Sachs & Co.
Harris Bretall Sullivan & Smith, Inc.
IBM United States
ICF Kaiser Engineers
John T. Warren & Assoc., Inc.
Johnson Controls, Inc.
Kaiser Permanente
Kennedy Associates Inc. Kennedy &
Wasserman
Koike Aronson
Life Chiropractic College West
Livermore Valley Winegrowers Assoc.
Loomis Sayles & Co.
Merrill Lynch
National Electrical Contractors Assoc.
NCM Capital Management
New United Motor Mfg., Inc.
Nippondenso of Los Angeles, Inc.
Oakland Airport Hilton
Oakland Private Industry Council
Oliver de Silva, Inc.
Orbit Properties Corp.
Otis Spunkmeyer Cookies
The Owner's Representative, Inc.
Pacific Gas and Electric
Pacific Bell
Patrick Media Group
Ponderosa Homes

Prudential Securities Inc.
Pryor, McClendon, Counts & Co.
Rauscher, Pierce Refsnes, Inc.
Realty World - Wine Country
Reynolds & Brown
RMC Lonestar
The Sausedo Company
Science Application International
SEA-LAND
SEIU Local 616
Sierra Academy
Sierra Club, SF Bay Chapter
Shapell Industries
Shea Homes
Signature Properties
South Bay Welding
State Street Local Advisors
Summit Medical Center
Ted C. Fairfield
Telecare Corp.
Towill, Inc.
Tulloch Construction
U.S. Wind and Power
United Air Lines
United Auto Workers (UAW) Region 6
Viacom Cable
Waste Management of North America
Wellington Management Co.
Wente Bros. Winery
W.F. Carroon

1992/1993 EDAB ACCOMPLISHMENTS

BUSINESS DEVELOPMENT COMMITTEE

BUSINESS RETENTION

During the last year, California went from one of the top five states in location attractiveness to one of the bottom five (in the perception of businesses). As a result, the number of out-of-state prospects has dwindled drastically. However, in-state, and particularly in-County relocations, which have provided the bulk of the activity in the past, continues at a good pace.

The program worked with 27 businesses, assisted the cities of Union City, San Leandro, Newark, and Alameda to develop and implement formal business retention programs, and participated in the Oakland Coliseum Commerce Center's business retention efforts.

EDAB also worked with the State of California's Trade and Commerce Agency to respond to a number of Alameda County businesses who requested assistance.

Many businesses contacted through these retention efforts were seriously considering relocating out of the area. But the local community's efforts to address issues (real or imagined), often combined with EDAB ombudsman or coordination efforts with regulatory agencies and the identification of resources or programs to assist, have succeeded in keeping virtually every business that we worked with in the area.

PG&E was a key player often involved in these efforts, whose commitment to evaluate and recommend alternatives resulting in lower electrical costs and sometimes even conservation rebates were often the most significant financial incentives available.

In addition, over a hundred Alameda County businesses were contacted and presented information on local resources and programs at the tradeshows in which we participated. This visibility is very critical now that California's image has changed from the land of opportunity to a high cost State for business.

The Bay Area has become a favorite raiding ground for other states, and other California economic development programs. To ensure that the inter-State competition did not negatively impact targeted communities, EDAB drafted an inter-State marketing policy document that was adopted by the Bay Area Chapter of economic development professionals and

subsequently incorporated into California's Trade and Commerce Agency's Team California manual.

Since one of the critical issues in a pro-active business retention program in the County's large and diverse metropolitan area is targeting the right businesses to contact, EDAB has been looking at various ways of obtaining current and comprehensive data on the businesses in the area.

This information was not available locally, so a formal application was submitted to the California Employment Development Department (EDD) for the information. EDD has not previously released data for this purpose and a policy determination is now pending. If obtained, the data will allow the County and its cities to target businesses, by SIC and number of employees, to contact and to develop industry trend information, by city.

MARKETING

EDAB coordinated city/County participation in an Alameda County booth at the IBEX'92 and SEMICON tradeshows held in San Francisco, and participated in the Team California booth at the WESCON tradeshow in Anaheim and the NACORE trade show in Seattle. It was clear that our presence was viewed as an important message to businesses, local as well those located in other States, that we were really open for business.

A list of some 1,700 businesses in California that are prime candidates for expansion/relocation was purchased from WEDG, an economic development consulting firm, and those businesses located in Alameda County were contacted by their respective cities. A direct marketing effort to the businesses outside the County is planned.

Alameda County sites made the short list of two major new manufactures during the last year. EDAB sponsored site tours and followup visits to selected cities and coordinated meetings with regulatory agencies and other businesses. Our efforts (city and County) received high marks from the prospects, but in the final analysis, significantly lower land costs drew their location decisions to the central valley. In an effort to counter this competitive disadvantage, financing and incentive plans are being worked on, including a housing element.

EDAB did participate in a number of successful efforts to attract businesses to the County. We provided the initial data to TRW Financial which brought 400 employees to Oakland and worked with the City of Fremont to coordinate the "Red Team" effort that enabled Read-Rite to get through a multiple-agency permitting process within a short time frame and open a new manufacturing facility employing 400 people in Fremont.

Marketing efforts must now demonstrate that our local business climate has improved, while concerted efforts are made at

every level to further streamline the regulatory process. One example of progress in this area is the local Red Tape Roundtable's plans to establish a Bay Area regulatory clearinghouse which would include Air Quality Management District, Regional Water Quality Control Board District and Environmental Health Agency data, with access to State and federal clearinghouses. The regional regulatory agencies and local governments are strongly supportive of the project. A Request For Proposals from the State to fund the design and startup should be completed before the end of June.

ASSISTANCE TO CITIES

EDAB assisted a number of cities with their economic development programs during the last year. Considerable support was provided the City of Pleasanton as it entered into and completed a strategic planning process for economic development.

EDAB also participated in a number of sessions with the City of Livermore in its review of its economic development efforts. The program also worked on a committee of the City of San Leandro which put together a new economic development video.

LABOR MARKET INFORMATION SURVEY

The first comprehensive Labor Market Information survey (LMI) in over 20 years was conducted in Alameda County last year. This study covered 17 occupations and involved contacting over 500 employers county-wide. These contacts also resulted in the retention of at least ten companies and over 100 jobs.

The information gathered is extremely important to job training providers and employment assistance workers. It will also be used by local educational institutions to redesign curricula. The program will finish surveying over 100 occupations representing 80% of the workforce over the next two years.

TECHNOLOGY TRANSFER

A Memorandum of Understanding was developed by EDAB, which included the State Department of Commerce, Sandia National Laboratories California, Lawrence Livermore National Laboratories. It was created to provide an umbrella organization for promoting technical assistance to small businesses. In conjunction with this effort, Sandia has established a program of free consultation for companies wishing to explore working with the lab.

EDAB is also co-sponsoring a series of Sandia technology workshops designed to acquaint local businesses with the resources available at the lab. The first workshop on Engine and Combustion Technology was held on April 20. The second workshop

covering information sciences (computational simulation and high performance computing) will be held on June 8. Additional workshops covering other topics are scheduled for August 10, October 12 and December 14.

EDAB also hosted a meeting of representatives of each of the national laboratories in the County, the State's Office of Competitive Technologies and the California Institute, a non-profit, bi-partisan organization providing information to California's congressional delegation. As a result of this meeting, a survey of federal laboratories in the State was undertaken and the findings will be incorporated in a report being prepared for an EDAB delegation that will travel to Washington D.C. early this summer on behalf of the laboratories.

Also as a result of EDAB's involvement with the County's National Labs and the University of California's Technology Transfer and Conversion program, a new Science and Technology Committee has been established to preserve the enormous research and development base located in the County as well as to promote a better use of these resources for the benefit of local and regional economic development.

The Committee is operational, and is composed of representatives from the three national laboratories, the University of California, business, the environmental community, labor and elected officials.

INDUSTRY/GOVERNMENT RELATIONS COMMITTEE

INTER-AGENCY REGULATORY COUNCIL FORMED

The Inter-agency Regulatory Council was formed in the third quarter of 1992-93 and now meets quarterly. It currently consists of representatives from the Bay Area Air Quality Management District, the Regional Water Quality Control Board and the Alameda County Department of Environmental Health, with planned expansion for 1992-93.

Its primary purpose is to enhance networking among agencies and with businesses and to increase understanding of regulatory actions on Alameda County's economic vitality. One of the projects this group has selected involves increasing business' access to regulatory data through an electronic clearinghouse.

But most importantly, the Council and EDAB has been instrumental in improving working relationships between business and our regulatory agencies.

PERMIT STREAMLINING

A Red Tape Round Table was formed in February in response to recommendations on cutting red tape at the local level

contained in a recent report of the California Council on Partnership's. Supervisor Mary King was a co-chair of the Council's Task Force that produced this report.

The Round Table is comprised of private and public sector representatives who are looking for ways to assist Alameda County and its cities to cut red tape.

The Round Table's vision is "to help make the regulatory system work for all"; its mission is "to propose a clearer, easier and fairer regulatory process to reduce the complexity of doing business within Alameda County".

With this in mind, its first area of focus will be on hearing from cities and others with permit jurisdictions in Alameda County on what works well in their permitting processes and what does not work well.

Businesses will also be providing the same type of information to the Round Table. The Round Table will summarize the results and assist any cities that want to try implementing any of the ideas on a pilot or permanent basis.

ALAMEDA COUNTY URBAN RUNOFF CLEAN WATER PROGRAM BUSINESS SUBCOMMITTEE

This subcommittee is promoting simplification of compliance with this new regulatory program and coordination between local and regional authorities.

A pilot program has been initiated to put urban runoff regulatory information on the Alameda County Business Information Clearinghouse to provide quick access by businesses. When complete, this information will include a copy of the permit application, the checklist used by the inspectors, a hotline number and a list of local contact people including telephone numbers. In addition, three informational workshops have been presented for businesses on how to comply with the new regulations. The next workshops will focus on specific industries.

RESOURCE GROUP FORMED FOR REGULATORY CLEARINGHOUSE

The program is working with the nine Bay Area counties and associated regulatory agencies to develop a regional regulatory clearinghouse. The goal is to provide a central clearinghouse for all regulations with appropriate resources, assistance and training for users of the system.

ASSISTANCE TO BUSINESSES

Individual assistance regarding regulatory matters is provided to businesses on specific issues such as hazardous material storage, disputed regulatory fees, sanitary connections and compliance, trip reduction ordinance interpretation and fire code clarification. Regulators such as the Bay Area Air Quality Management District, Environmental Health, the Department of Toxic Substances Control, Fish and Game, cities and local fire, water and sanitary districts are some of the organizations contacted on behalf of businesses' consensus.

One of our biggest challenges has been to keep red tape from stifling NUMMI, the very successful and one remaining California car manufacturer. NUMMI added 200 jobs during the last year and is working on a second phase that could add another 1,500 jobs - provided it can get the necessary permits.

Workshops are also an integral part of providing assistance. The program is currently working on an environmental compliance update seminar and has assisted in presenting four other workshops in 1992-93 (three on urban runoff and one on recycling and energy conservation). These workshops have been very well received by businesses. Over two hundred business people attended recent urban runoff workshops and about 160 attended a recent seminar providing updated information on environmental compliance.

PROPOSED REGULATIONS AND PENDING LEGISLATION

The Committee was actively engaged in working with businesses, the Congestion Management Agency and the Air Quality Management District on how the District could meet its intended purpose for the Trip Reduction Ordinance while avoiding adverse impacts.

In addition, the Committee evaluated and submitted its comments on other regulations such as the Air Resource's Board Mobile Source Emissions report and legislation such as Assemblyman Sher's revisions to the Clean Air Act.

The most positive results related to the amendments to the Clean Air Act took the Bay Area out of the same category as Los Angeles and put it in a less stringent category (serious instead of extreme).

LOCAL PLANNING AND DEVELOPMENT COMMITTEE

PLANNING DIRECTORS' COUNCIL

The program convened monthly meetings of the Planning Directors' Council, which were attended by the Planning Directors of the 14 cities in the County, the Port of Oakland, and the County Planning Director.

The Council developed a consensual growth management proposal for Alameda County which was integrated into the Association of Bay Area Governments' (ABAG) proposal on growth management. This proposal was subsequently adopted by the ABAG General Assembly.

The Council also provided recommendations to the Alameda County City Managers Association on opportunities for interagency cooperation and streamlining. The Council continues to develop and recommend guidelines and processes to facilitate regional planning and coordination on land-use issues.

SOUTH LIVERMORE AREA PLAN/EAST COUNTY GENERAL PLAN AMENDMENT

The Local Planning and Development Committee was asked by the Alameda County Board of Supervisors to review, and make recommendations on, both the South Livermore Area Plan and the East County General Plan Amendment.

The Committee reviewed the South Livermore Area Plan and recommended to the Board that it accept the County Planning Director's recommendations regarding the plan. The East County General Plan is still being reviewed at this time. A Task Force was established by the Local Planning and Development Committee to continue with the review of the East County General Plan Amendment.

UCSF EXPANSION

The Committee generated an economic impact report and was instrumental in putting together a coalition of the County and the cities of Oakland, Alameda, and San Leandro in an attempt to facilitate the location of a UCSF Medical Center expansion to Alameda County.

Although the specific agreement for the short-term expansion was not implemented, the effort to attract long-term UCSF

expansion to Alameda County continues under the direction of the Business Development and Retention Committee.

URBAN ECONOMIC DEVELOPMENT

The Local Planning and Development Committee established an Urban Economic Development Subcommittee to develop specific economic development strategies that will assist cities to revitalize and regenerate their communities.

The subcommittee has developed a Community Reinvestment Proposal which is intended to promote capital investment in low-income urban communities. The subcommittee is in the process of finalizing this policy so that it can be brought to the Board of Supervisors and other local agencies government agencies for their consideration.

ADVOCACY

Members of the Committee convened a series of meetings between CalTrans and the Sierra Club, the Auto Free Bay Area, and the Audobon Society who had filed a suite over Caltrans plans for completion of the I-880 Expansion Project.

While the committee's efforts were unable to resolve the issues identified in lawsuit, they did bring the two groups together to try to understand the issues and attempt to find a solution.

EDUCATION/WORKFORCE COMMITTEE

The Education Committee responded to critical issues with the following actions which were designed to improve the ability of our schools to deliver quality education and training.

ALAMEDA COUNTY REPORT CARD

The Committee produced the *Alameda County Report Card* which was researched and compiled in cooperation with the Alameda County Office of Education. It compares the achievement of students in the County with State averages of student achievement.

This first of its kind report was publicized through a media and information plan which was developed to inform the public about what is working in our schools. This report has been very well received by business and elected officials in the County.

ISSUES AND ADVOCACY

An Ad Hoc Committee of superintendents was formed to respond to the findings of the *California's Jobs and Future* report which was prepared by the Ueberroth Council on California Competitiveness.

The Ad Hoc Committee addressed the selections of the report which related to education and training. These recommendations include the issues which EDAB is using to advocate for legislation and funding that fully supports education in the County's school districts, colleges, universities and training programs.

The Committee is currently drafting a series of resolutions to be used in an education forum which unites key leaders from education, labor, business, government, elected officials, parents, legislators and the community regarding their collective commitments, roles and responsibilities in preparing the workforce of the future.

BUSINESS AND EDUCATION PARTNERSHIPS

More than 500 business, education, government and community leaders and elected officials contributed to business and education partnership programs.

EDAB succeeded in sponsoring three major Countywide events - Partnership Kickoff Breakfast, Educational Partnership Week Reception and Principal for a Day - which brought representatives from these groups together to network, collaborate and share resources.

A cadre of business persons were trained to present the WORK ETHIC program in elementary and secondary schools while the number of agreements between businesses and schools has been expanded.

The Committee initiated EDAB's recognition program by joining the Alameda County Industry Education Council to select an outstanding student, teacher, administrator, business and community service project to honor for their accomplishments.

AFFILIATIONS AND OUTREACH

The Committee decided to become the Alameda County affiliate of Workforce California. This affiliation links EDAB to similar statewide efforts which unites business, education, labor and government in improving workforce preparation.

Staff represented the Committee as a presenter at the following State, regional and local events:

- * PG&E's Economic Development
Diversity Conference
- * Hayward Leadership
- * Governor's Conference on
California Youth
- * Leadership California

The Committee continues to be represented on the Labor Market Information Steering Committee, South County Articulation Council, North County Business Education Alliance, Alta Bates Community Relations Board, Oakland Academies Advisory Board and the Industry Education Council of California.

MEMBERSHIP AND RETENTION COMMITTEE

It is the objective of EDAB and this Committee to ensure a steady flow of information and services to all EDAB members. This is being carried out through the use of the HotFax, in a revised format and with a specific schedule of production, and other communications that are sent to the membership at large to inform and solicit input from a broader range of businesses and interested parties.

The original implementation and financing plan for EDAB established local government's contributions at a fixed, per capita level, for a four year period. The expectation was that private sector contributions would rise to cover increasing program and cost of living expenses. Private sector contributions represented 20% (\$102,000) of the program budget in FY 90/91 and 33% (\$214,000) in FY 92/93.

The reasoning behind this financial contribution strategy was that as the program became more visible and successful, there would be greater interest and participation from the private sector.

Committee members encourage membership, retention, participation and private sector financial support for the organization. In its first year, the Membership committee has recruited 60 new members, initiated a process of membership orientation, communicated substantially through the EDAB HotFax, and has raised over \$170,000.

This year the Committee held two EDAB Newsmaker Breakfasts which were well attended and well received. Additionally, new EDAB members were recruited as a result of these functions. It has become clear that members appreciate an opportunity to interact away from the committee or work group setting. A broader range of member events will, in addition to their business relevance, provide a pleasant and easy circumstance for member networking.

MILITARY BASE RETENTION TASK FORCE

Alameda County naval facilities were placed on the base closure list in 1993. In response, EDAB's Military Base Retention Committee (MBRC) sent four delegations to Washington D.C. to talk to congressional and Navy staff, the General Accounting Office (GAO) and the staff of the Defense Base Closure and Realignment Commission (Commission).

The MBRC has worked closely with the GAO staff, assisting in their analysis of Navy procedural shortcomings and has contracted with Coopers and Lybrand, a "big six" accounting firm, in providing information by which to analyze the results of the Navy's cost benefit computer runs.

Throughout the year, MBRC members and staff have also been working with Copeland Hatfield and Lowery, the County's Washington consultant, to respond to questions raised by the Commission and their staff.

Public hearing testimony was presented during a visit by the Base Closure and Realignment Commission members on April 26 that was very favorably received. On May 17, a two volume written submission was presented to the Commission.

Whether the Commission will remove Alameda and Oakland facilities will not be known until July 1, 1993, when President Clinton will be given the recommended base closure list by the Defense Base Closure and Realignment Commission

The MBRC appears to have succeeded in its efforts to have the Naval Station Everett and Naval Aviation Depot Jacksonville added to the Base Closure list so that a fair comparison could be made of the facilities.

PROGRAM BUDGET

1992/93 REVENUE

1993-94 REVENUE

1992/93 Actual Expenditures and Revenue

Expenditures

Salary and Benefits	
Services & Supplies	<u>249,859</u>
TOTAL EXPENDITURES	\$738,215

Revenues

State & Federal Grants	\$ 17,271
County of Alameda	246,662
Cities	214,837
Other Governmental Agencies	33,000
Charges for Services Rendered	1,425
Private Sector	<u>175,788</u>
TOTAL 91-92 REVENUE	\$688,983
Prior Year Unexpended Revenue	<u>49,232</u>
TOTAL REVENUE	\$738,215

1993/94 Approved Expenditures and Revenue

~~\$488,356~~

Expenditures

Salary and Benefits	\$466,794
Services & Supplies	<u>151,781</u>
TOTAL EXPENDITURES	\$618,575

Revenues

State Dept. of Employment	\$46,395
County of Alameda	76,780
Cities	214,837
Other Governmental Agencies	29,699
Charges for Services Rendered	0
Private Sector	<u>250,864</u>
TOTAL REVENUE	\$618,575

Alameda County Economic Development Program

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Oakland, CA 94612

(510) 272-6984

FAX (510) 272-5007 or 272-3784

Alameda County Business Information Clearinghouse (Modem) (510) 208-5282

STAFF

Steven C. Szalay, Executive Director

Bruce Kern, Program Director (510) 272-3874

Keith Sutton, Business Development Coordinator 272-3885

Dan Regan, Planning Coordinator 272-3871

* Site Location Assistance

* Business Problem Solving

* Financing Assistance (IDB)

Mary Ortendahl, Regulatory Affairs Coordinator 272-3889

* Regulatory Impact Analysis

* Mediation/Advocacy

* Information and Technical Assistance

Evelyn Wesley, Education Workforce Project Director 670-4178

* Directory of Resources

* Employment and Training Needs Matched With Training Programs.

* Facilitate Multi-Agency Collaboration and Business and Education Partnerships

Darby Marshall, Labor Management Information Project Coordinator 272-3844

*Labor Market Information

*Special Industry Studies

Bob Sakai, Science and Technology Coordinator 272-3881

*Research and Development Resources in Alameda County