

Program	Incentive Type	Description	Application Period/s	Funding / Incentive Amount	Administering Department	Program Links
<a href="#">California Competes Tax Credit (CCTC)</a>	Corporate Income Tax Credit	The California Competes Tax Credit (CCTC) is a competitive, nonrefundable, performance based, corporate income tax credit awarded to companies that provide economic benefits to the state through the creation of new jobs and new capital investments. Consideration for the CCTC is based on a quantitative and qualitative analysis of individual applications submitted during a particular application period. Applications are first evaluated quantitatively based on a cost benefit ratio determined by the amount of credit requested (numerator) divided by the aggregate new employee compensation and capital investment (denominator) over a five year period. Applicants that present competitive cost to benefit ratios are subsequently evaluated on eleven quantitative and qualitative variables. Click the Program Link for more information	Fiscal Year 2020 - 2021: Remaining Award periods: - March 8, 2021, through March 29, 2021 (\$71.1 million plus any remaining unallocated amounts from the previous application periods)	Amount of Credit is requested by applicant (see example of credit requests in program links section: "Awardee List". No more than 20% may go to any one applicant per fiscal year.  Historical Cost Benefit Ratios for the 2019/20 Application Rounds: - 1st period: 0.0439 - 2nd period: .2244 - 3rd period: 0.0860  *GO-Biz receives \$180 million in credit amounts to administer each fiscal year from 2018-19 through 2022-23 plus any unallocated amounts from previous application rounds.	Governor's Office of Business and Economic Development (GO-Biz)	<a href="http://www.business.ca.gov/Programs/CaliforniaCompetesTaxCredit">http://www.business.ca.gov/Programs/CaliforniaCompetesTaxCredit</a>  <a href="http://www.business.ca.gov/Portals/0/CA%20Competes/Docs/Notice%20California%20Competes%20Tax%20Credit%20Fiscal%20Year%202018-19.pdf">http://www.business.ca.gov/Portals/0/CA%20Competes/Docs/Notice%20California%20Competes%20Tax%20Credit%20Fiscal%20Year%202018-19.pdf</a>  <a href="http://www.business.ca.gov/Portals/0/CaiforniaCompetesTaxCredit/docs/CaliforniaCompetesFAQ.pdf">http://www.business.ca.gov/Portals/0/CaiforniaCompetesTaxCredit/docs/CaliforniaCompetesFAQ.pdf</a>  Awardee List: <a href="https://static.business.ca.gov/wp-content/uploads/2019/12/California-Competes-FAQ-3-10-20.pdf">https://static.business.ca.gov/wp-content/uploads/2019/12/California-Competes-FAQ-3-10-20.pdf</a>
<a href="#">Advanced Transportation and Manufacturing Sales and Use Tax Exclusion (CAEATFA)</a>	Sales & Use Tax Exclusion - Full	The California Alternative Energy and Advanced Transportation Financing Authority (CAEATFA) provides a full sales and use tax exclusion for advanced manufacturers and manufacturers of alternative source, recycled feedstock, and advanced transportation products, components or systems.	Rolling  *Apply before purchases are made  Approved applicants are required to purchase no less than 15% of the total amount listed in the approval resolution within one year of Board approval.	Based on the applicant's amount of qualified property.  Statute limits the Program to awarding \$100 million in sales and use tax exclusions in each calendar year.  Individual projects are limited to \$10 million of sales tax exclusion (STE) in a given calendar year. Projects may receive more than the \$10 million individual cap at the discretion of the Authority and subject to STE allocation availability at the end of the calendar year.  See program incentive and fee calculator link in Program Links section	Treasurer's Office	<a href="https://www.treasurer.ca.gov/caeatfa/ste/faq.asp">https://www.treasurer.ca.gov/caeatfa/ste/faq.asp</a>  <b>Program Incentive and Fee Calculator:</b> The program has a fee calculator to help users determine fees associated with the program, see link here: <a href="https://www.treasurer.ca.gov/caeatfa/ste/fees.asp">https://www.treasurer.ca.gov/caeatfa/ste/fees.asp</a>
<a href="#">Sales and Use Tax Exemption for Manufacturing &amp; R&amp;D equipment</a>	Sales & Use Tax Exemption - Partial	This program, administered by the California Department of Tax and Fee Administration, provides a sales tax exemption of 3.9375% for basic manufacturing equipment. In addition, equipment for food processing, research and development, and biotechnology are also eligible for the exemption. Tenant improvements for manufacturing or research and development may also be eligible. The partial exemption applies only to the state sales and use tax rate portion. The exemption does not apply to any local, city, county, or district taxes.	Rolling, no application required  *Utilized at point of sale	Based on the applicant's amount of qualified equipment  The partial exemption rate is currently 3.9375 percent.  The partial exemption provides that sales of the qualifying property sold to a qualified person be taxed at a rate of 3.3125 percent (7.25 percent current statewide tax rate – 3.9375 percent partial exemption) plus any applicable district taxes.	Department of Tax & Fee Administration	<a href="https://www.cdtfa.ca.gov/industry/manufacturing-exemptions.htm#Overview">https://www.cdtfa.ca.gov/industry/manufacturing-exemptions.htm#Overview</a>  You can lookup tax rates by city, county, or address on the California City & County Sales & Use Tax Rates webpage: <a href="https://www.cdtfa.ca.gov/taxes-and-fees/sales-use-tax-rates.htm">https://www.cdtfa.ca.gov/taxes-and-fees/sales-use-tax-rates.htm</a>
<a href="#">Employment Training Panel</a>	Training Reimbursement Funds	The Employment Training Panel (ETP) provides funding to employers to assist in upgrading the skills of their workers through training that leads to good paying, long-term jobs.  ETP can only fund training for employers that are subject to paying the Employment Training Tax. The entire ETP Program is supported by this tax.	Rolling	Negotiated with the ETP Panel  The Panel uses a fixed-fee training rate to calculate reimbursement for training costs. The fixed-fee rate is intended to cover a portion of training and administrative costs incurred by a contractor.  For more information on the fixed-fee rates, please review the Fixed-Fee Rates webpage in the program link section.  The maximum contract amount is \$500,000 per contract. The minimum training hours a trainee must complete is 8 hours, up to a maximum of 200 hours of training.  Applicant may request a Critical Proposal Designation to increase the funding cap to \$600,000 and/or to expedite the application review.	Employment Training Panel	<a href="https://etp.ca.gov/about-us/">https://etp.ca.gov/about-us/</a>  <a href="https://etp.ca.gov/faq/">https://etp.ca.gov/faq/</a>  Fixed Fee Reimbursement Rates: <a href="https://etp.ca.gov/program-info/reimbursement-rates/">https://etp.ca.gov/program-info/reimbursement-rates/</a>
<a href="#">New Employment Credit</a>	Corporate Income Tax Credit	The New Employment Credit (NEC) is available for each taxable year until to a qualified taxpayer hiring a qualified full-time employee, incurring qualified wages attributable to work performed by that employee in a designated census tract or economic development area, and that receives a tentative credit reservation for that employee. Qualified companies must be located in areas based on census tracts with highest unemployment and poverty rates in the state as well as LAMBRAS and former enterprise zone boundaries (with some exclusions).	Rolling - A Tentative Credit Reservation from Franchise Tax Board (FTB) is needed to qualify an employee for purposes of computing the credit. You must submit your application online. The credit carryforward period is 5 years	The credit is based on 35% of wages of a qualified employee, capped at \$56,000 per employee which is calculated from qualified wages between 1.5 and 3.5 times the minimum wage. The credit carryforward period is 5 years.  Qualified companies must be located in a Designated Geographical Area (DGA). Please refer to the program links for the DGA zoning map.	Franchise Tax Board	<a href="https://www.ftb.ca.gov/online/New_Employment_Credit_Reservation/FAQs.shtml#TCR">https://www.ftb.ca.gov/online/New_Employment_Credit_Reservation/FAQs.shtml#TCR</a>  <a href="http://maps.gis.ca.gov/pobiz/dga/default.aspx">http://maps.gis.ca.gov/pobiz/dga/default.aspx</a>  <a href="https://www.ftb.ca.gov/online/New_Employment_Credit_Reservation/FAQs.shtml#CC">https://www.ftb.ca.gov/online/New_Employment_Credit_Reservation/FAQs.shtml#CC</a>

<a href="#">iBank Industrial Development Bonds (IDBs)</a>	Development Bond	Tax-exempt financing up to \$10 million for qualified manufacturing and processing companies for the construction or acquisition of facilities and equipment. IDBs allow private companies to borrow at low interest rates normally reserved for state and local governmental entities.	Rolling	Industrial Development Bonds (IDB's) are tax-exempt securities issued up to \$10 million by a government agency to provide money for the acquisition, construction, rehabilitation and equipping of manufacturing and processing facilities for private companies.	iBank	<a href="https://www.treasurer.ca.gov/cdsc/applications/idb/index.asp">https://www.treasurer.ca.gov/cdsc/applications/idb/index.asp</a>
<a href="#">Research &amp; Development Tax Credit</a>	Corporate Income Tax Credit	The California Research & Development (R&D) tax credit program reduces state income tax due to the Franchise Tax Board. A business may qualify for the credit if it paid for or incurred qualified research expenses while conducting qualified research activity in California.  Qualified research expenses include wages, supplies, and contract research costs. To qualify, the research must be conducted within California and include basic or applied research of scientific inquiry, original investigation for the advancement of scientific or engineering knowledge or improved function of a business component.	The research credit is claimed on FTB Form 3523.	A business may receive 15 percent of the excess of current year research expenditures over a computed base amount (minimum of 50 percent of current year research expenses) or a 24 percent credit for basic research payments to third party organizations. A business may claim the credit on its tax return for the taxable year it incurred the qualified expenses.	Franchise Tax Board	<a href="https://www.ftb.ca.gov/file/business/credits/california-research.html">https://www.ftb.ca.gov/file/business/credits/california-research.html</a>  In-Depth Overview: <a href="https://www.ftb.ca.gov/businesses/credits/rd/overview.shtml">https://www.ftb.ca.gov/businesses/credits/rd/overview.shtml</a>  Four Tests for Qualified Research: <a href="https://www.ftb.ca.gov/businesses/credits/rd/fourtests.shtml">https://www.ftb.ca.gov/businesses/credits/rd/fourtests.shtml</a>
<a href="#">PG&amp;E Economic Development Rate Program</a>	Electrical Bill Discount	PG&E provides an Economic Development Rate (EDR) to help businesses grow or maintain jobs in California. The EDR offers eligible businesses the opportunity to lower costs through one of three reduced electric rate options. Commercial or industrial customers can receive an ED Rate discount of 12%, 18% or 25% on the majority of their electric costs for five years.  *Tracy, California would qualify for the 18% ED discount rate.	Rolling	Determined by PG&E based on electrical consumption  *Companies who are awarded the EDR, will receive a discounted rate on their electricity bill for 5 years.	Pacific Gas & Electric	<a href="https://www.pge.com/en_US/large-business/services/economic-development/rate-discounts/rate-discounts.page">https://www.pge.com/en_US/large-business/services/economic-development/rate-discounts/rate-discounts.page</a>
<a href="#">Southern California Economic Development Rate Program</a>	Electrical Bill Discount	Southern California Edison provides an Economic Development Rate (EDR) to help businesses grow or maintain jobs in California. The EDR offers eligible businesses the opportunity to lower costs through one of three reduced electric rate options. Commercial or industrial customers can receive an ED Rate discount of 12% their electric costs for five years.	Rolling	Determined by Southern California Edison based on electrical consumption  *Companies who are awarded the EDR, will receive a discounted rate on their electricity bill for 5 years.	Southern California Edison	<a href="https://www.sce.com/sites/default/files/inline-files/SCE15_G1820_Marketing_Kit_ED_Rate_Flyer_AA_1.pdf">https://www.sce.com/sites/default/files/inline-files/SCE15_G1820_Marketing_Kit_ED_Rate_Flyer_AA_1.pdf</a>

#### List of Additional County Incentive Programs in Central California

Fresno County	<a href="https://www.fresnoedc.com/incentives/">https://www.fresnoedc.com/incentives/</a>
Kern County	<a href="https://advancekern.com/">https://advancekern.com/</a>
Kings County	Local Incentives can be negotiated on a project by project basis.
Madera County	Incentive are considered for in-bound business or expansion on a case by case basis.
Merced County	<a href="http://www.investmerced.com/data-center/incentive-programs/">http://www.investmerced.com/data-center/incentive-programs/</a>
San Joaquin County	<a href="http://www.sanjoaquinusa.org/wp-content/uploads/2018/01/SJC_Bus_Incentives_Guide.pdf">http://www.sanjoaquinusa.org/wp-content/uploads/2018/01/SJC_Bus_Incentives_Guide.pdf</a>
Stanislaus County	<a href="http://opportunitystanislaus.com/Incentives">http://opportunitystanislaus.com/Incentives</a>
Tulare County	<a href="http://www.sequoiavalley.com/incentive_zone.html">http://www.sequoiavalley.com/incentive_zone.html</a>