

## **“Business Opportunities Management System”**

**(v.June 15, 2020)**

**Purpose: To cultivate business interest in advancing the California Central Valley Bioeconomy**

**Goal: working in partnership with the eight Economic Development Corporations, assist business planning from a “will consider” status to announce a “relocation / expansion” decision.**

1. We identify companies as a “Suspect,” based on the following definition: A company that has been briefed by ATIP (on the Bioeconomy in general) and the work we are doing to support business opportunities, and then indicates they plan to establish operations or expand current operations in the next three years, and they will also consider relocation to the Central Valley region of California.
2. We identify companies as a “Prospect”, based on the following definition: A company that has worked with us, utilizing our GIS data base, to thoroughly assess the opportunities, and has then indicated they will consider the region as a prospective location, and will sign a Memorandum Of Understanding (MOU) and/or Non-Disclosure Agreement (NDA) to work with us.
3. We identify companies as a “Client”, based on the following definition: A company that has provided us with all of their site selection criteria; we have distributed the criteria to the 8 EDCs, who have provided ATIP with applicable sites; we have shared those specific site data with our client, who then tours one or more sites and engages with the relevant EDCs.
4. We identify companies as a “Project”, based on the following definition: A company that has identified a site; and is engaged with the EDC in conducting due diligence on the site, and all other relevant issues (i.e. workforce, incentives, policy, etc.).
5. We identify companies as a “Finalist”, based on the following definition: A company that has told the EDC their site is one of the final 2-3 locations they are looking at in the US.

We are systemically working with all fifty-four (54) businesses in efforts to advance them “up the ladder” in our process.

Based on that Criteria, we currently have:

Finalists -1  
Projects - 1  
Clients - 8  
Prospects - 4  
Suspects - 41

Given the competitive nature of the businesses, these entities have requested that they not be identified in public documents that are subject to FOIA. Most have or will request Non-Disclosure Agreements prior to providing any specific information relative to their technologies. They also are not wanting their competitors to be aware of their plans.

Our geospatial biomass inventory and service providers database is used to inform each entity or organization of the potential opportunities in the region. We also are working closely with the EDCs to identify the incentives available from the cities, counties, and state agencies.