

## **ATIP Foundation Scope of Work (revised 8.6.19; 9.15.19) - Advancing the Bioeconomy in California's San Joaquin Valley**

**(CCVEDC counties, especially non-urban areas in the Counties of Merced, Madera, Fresno, and Tulare)**

### **Task 1. Identify and analyze business opportunities...**

**DELIVERABLE: a comprehensive database that will identify, document and analyze business opportunities that will utilize local rural materials and human resources.**

**Description:** Essentially, the deliverable will be an extensive database that will identify (1) biomass available for conversion to fuel, commodities, products or power; (2) suppliers and service providers that can support the industry; (3) sources of capital; and (4) availability and sources of training for the skill sets needed.

Specific components include:

- (1) **Biomass:** Every company with whom we have spoken has invariably first asked about the availability, quantity, and sources of available biomass for conversion to electricity, commodities, etc. Thus, we need to document every source of available biomass in the region. As one example, the number of cows on each individual farm and in the aggregate, and the contact information for the owners. Other biomass sources include but are not limited to other animal production operations, crop residues, bioenergy crops, storm and/or fire-generated woody biomass, municipal wastes, and sewer sludge. These data on available biomass are essential for assisting a startup company, relocating a company into the region, or expanding existing services such as transport and depo facilities.
- (2) **Suppliers & Service Providers:** We need to know where the suppliers and service providers are that can and will support this industry. One of the largest companies planning to locate to the region will need to obtain numerous tanker trucks and drivers to collect and transport animal manure from animal production farms to a regional processing facility.
- (3) **Capital:** In addition to USDA loan guarantees, for which we are providing assistance, we will work with Banks in the multicounty region to assist them in becoming USDA guaranteed government lenders. This will provide local sources of capital, particularly important for smaller companies.
- (4) **Workforce Training:** Companies also invariably ask about the availability of a local workforce. We will be working with the California Workforce Development Board and the Local Workforce Boards that serve the multicounty Region to aid in the assessment of bioeconomy business needs to assist in organizing regional bioindustry leaders and workforce, education and economic development partners (identified by CALED).

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**Task 2. Document economic development organizations in the region and assess their programs and activities – especially as it relates to understanding and attracting businesses participating in the bioeconomy.**

**DELIVERABLE: An annotated list of economic development organizations, strengths, capabilities to provide technical assistance and points of contact.**

**Description:** There are a number of economic development organizations with active programs and awareness about bioeconomy opportunities within the multiple counties and surrounding areas. In this task, we will develop a list of such organizations and provide an overview of their programs and services. This deliverable will be tailored to provide guidance to bioeconomy-related businesses evaluating opportunities to establish a presence in the region.

**Task 3. Identify prospective bioeconomy-related businesses and assess interest in evaluating opportunities in the San Joaquin Valley region of California.**

**DELIVERABLE: An annotated list of business prospects and their needs for establishing a presence in the region; facilitating introductions and discussions with CA economic development organizations.**

**Description:** The ATIP Foundation currently has affiliations with companies across several states. Those, and others we might identify, will be contacted to assess their interest in a California presence, and their needs in/from a local community (e.g., workforce, finances, engagement with community leaders and elected officials). We will provide this deliverable to local Economic Development Corporations, Chambers of Commerce, and Industry Associations, and will facilitate introductions to assist their efforts in recruiting companies into the region. There are several conferences we attend where we will promote opportunities in CA, such as the Biochar & Bioenergy 2019 conference, recently convened in Ft. Collins.

**Task 4. Assist Economic Development Corporations and county and/or regional Community Economic Development Planning.**

**DELIVERABLE: Technical assistance for the development of the bioeconomy in conjunction with economic development corporations that serve the multicounty area.**

**Description:** When we convened the initial meeting of the Regional Steering Committee in Texas, the Chambers of Commerce, Economic Development Corporations, and City and County Governments did not know what “Biochar” or the “Bioeconomy” was, in any literal sense. They were certainly not sufficiently knowledgeable to develop a strategic plan to develop the industry or advance the bioeconomy. As a result of our first year’s efforts, they are now ready and committed to work with us in a collective, collaborative manner to develop a true strategic plan for the growth of the Bioeconomy as a primary industrial sector in the multicounty North Texas region. Recognizing that California has a strong background in utilization of renewable resources, there are still gaps in technical knowledge and a lack of common language that can hinder a broader strategic plan. We will assist established economic development organizations to improve strategic planning and accelerating growth of the bioeconomy in the region.

**Task 5. Provide technical assistance to support centers for training, technology and trade.**

**DELIVERABLE: Provide technical assistance in enhancing at least one existing center for training & technical assistance in the UC and CSU systems within the region.**

**Description:** We plan to assist ongoing work at California State University in Fresno, and at University of California, Merced in supporting the training and technical assistance required to strengthen local economic development organizations. We also will engage the California Workforce Development Board and the Workforce Boards serving the Valley to support the workforce training needs for Community Colleges and coalitions of employers.