



Workforce and Small Business Update

- Employment and Small Business Overview
- WDB and SBDC COVID Activities

Presented to Board of Supervisors
on August 25, 2020

Workforce Development Board of Solano County
and Solano Small Business Development Center



Solano COVID-19 Unemployment*

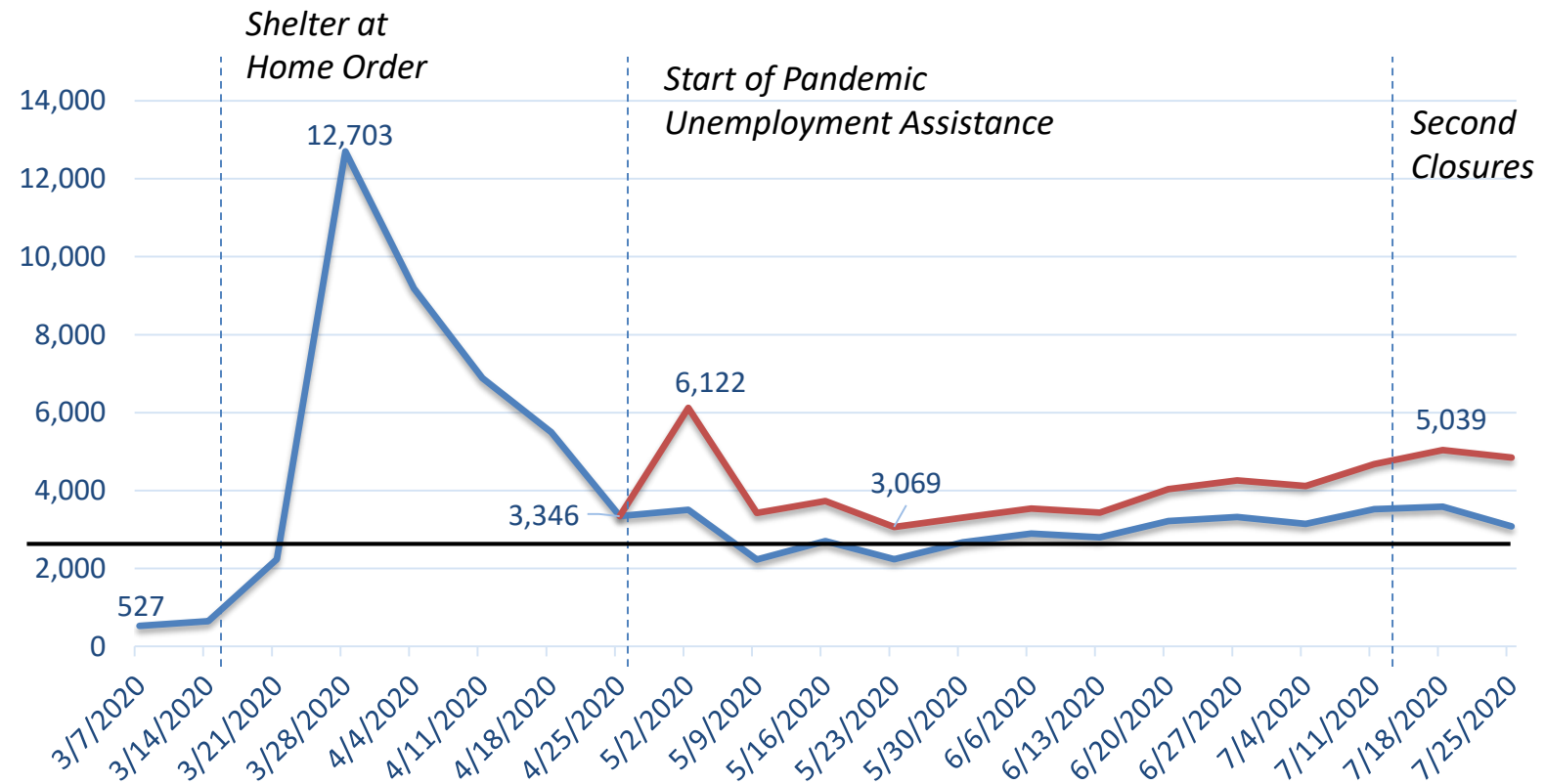
UI Claims
Through 7.25.20 **94,114**

June Unemployment **13.7%**

vs. 3.9% in February

*Note: UI Claims
includes full and
partial benefits*

*Peak of Great
Recession*

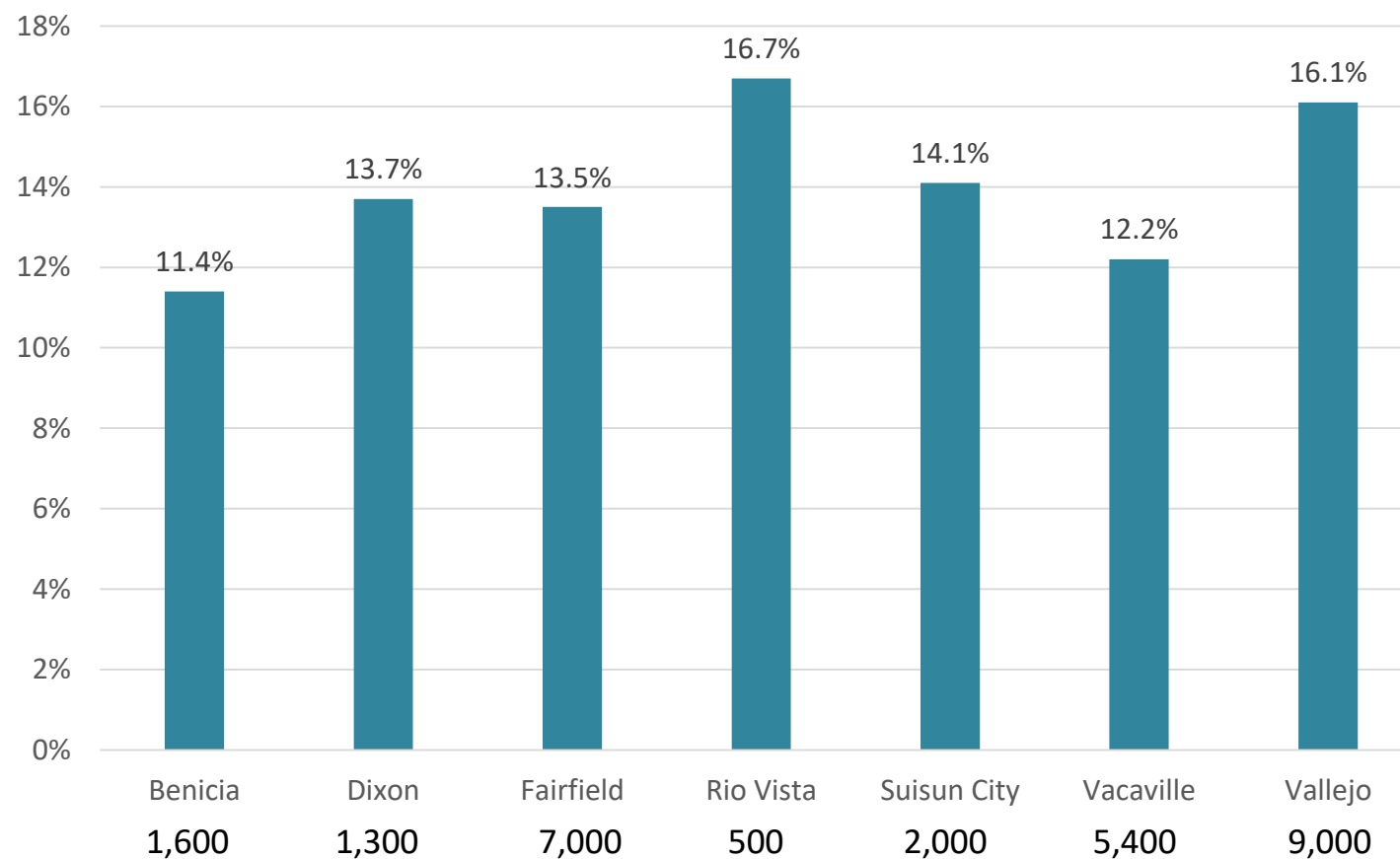


* Unemployment numbers represent Solano County residents



COVID-19 Unemployment by City

June Unemployment by City*

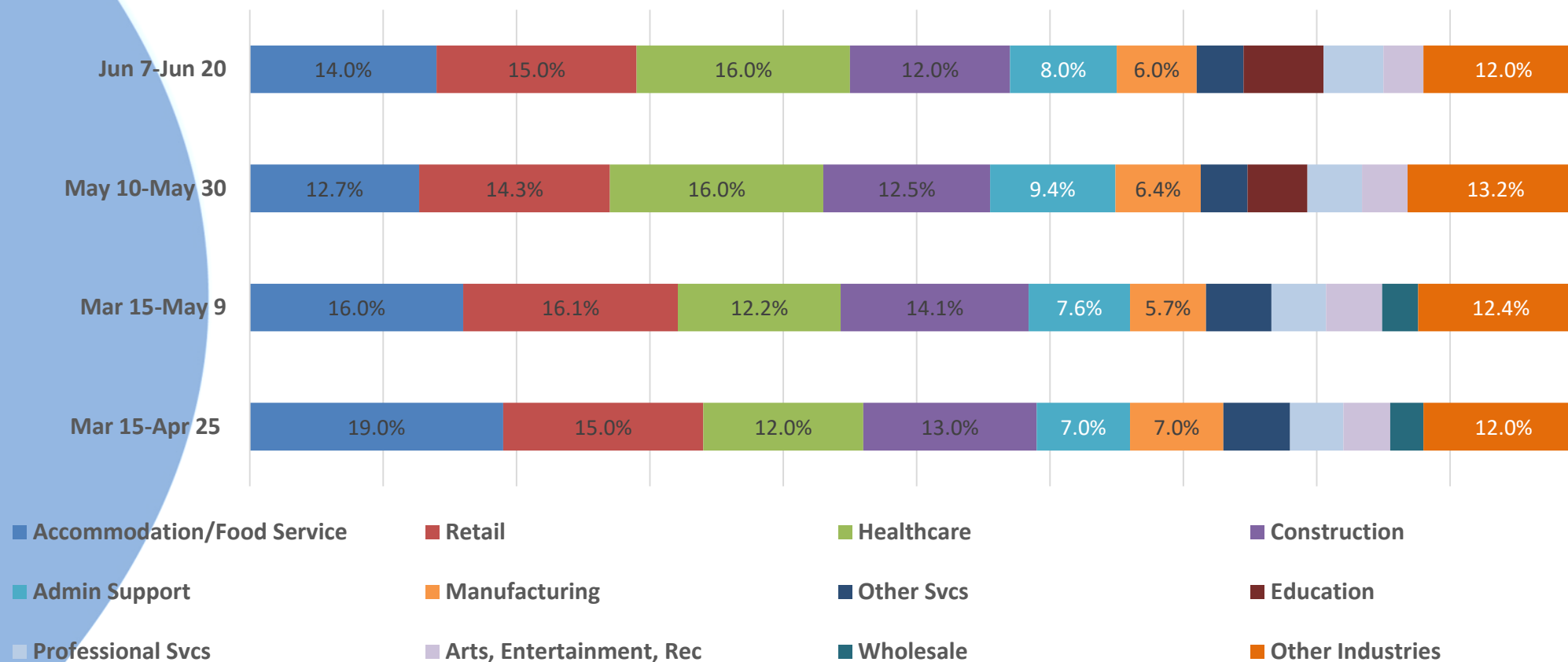


* Unemployment numbers represent Solano County residents



COVID Unemployment by Industry

Unemployment by Industry*

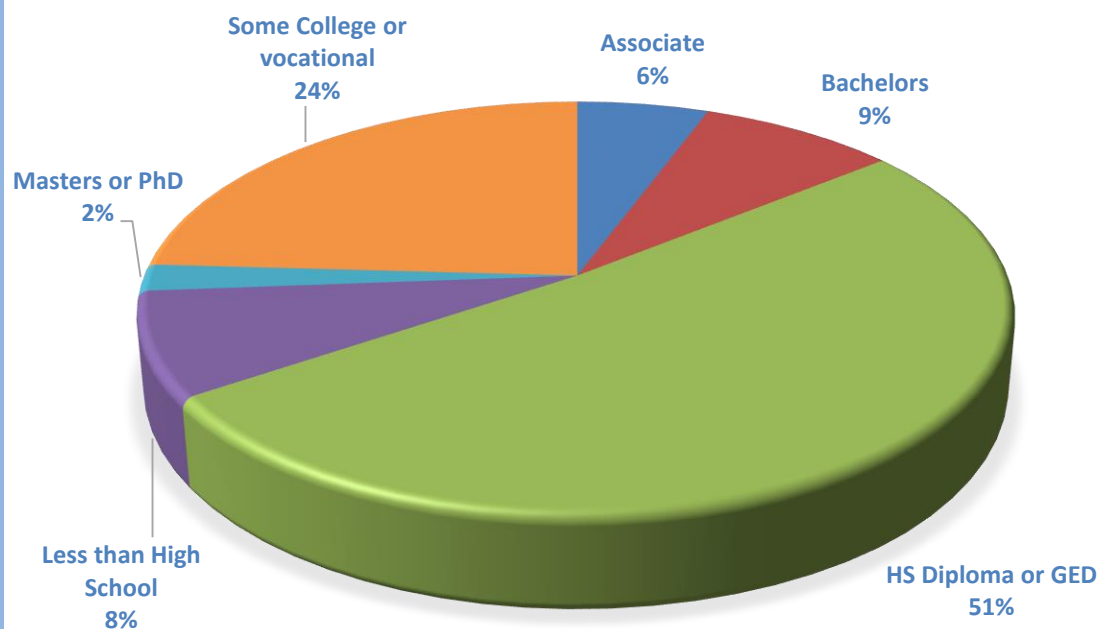


* Unemployment numbers represent Solano County residents

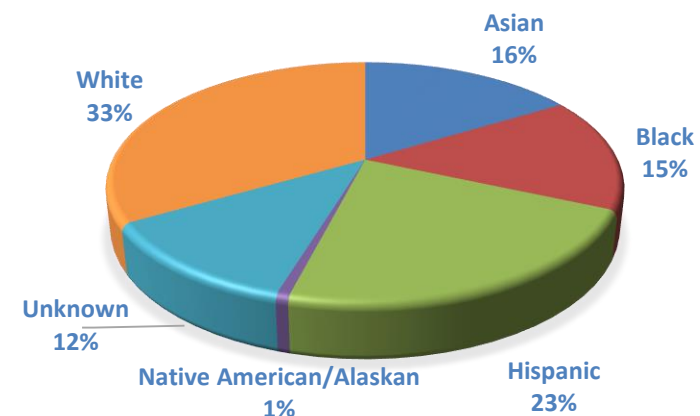


Solano COVID-19 UI Demographics*

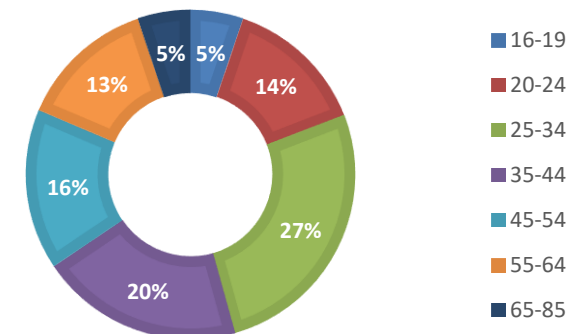
UI CLAIMS BY EDUCATION



UI CLAIMS BY RACE



UI CLAIMS BY AGE



* Unemployment numbers represent Solano County residents



WDB Job Seeker Response

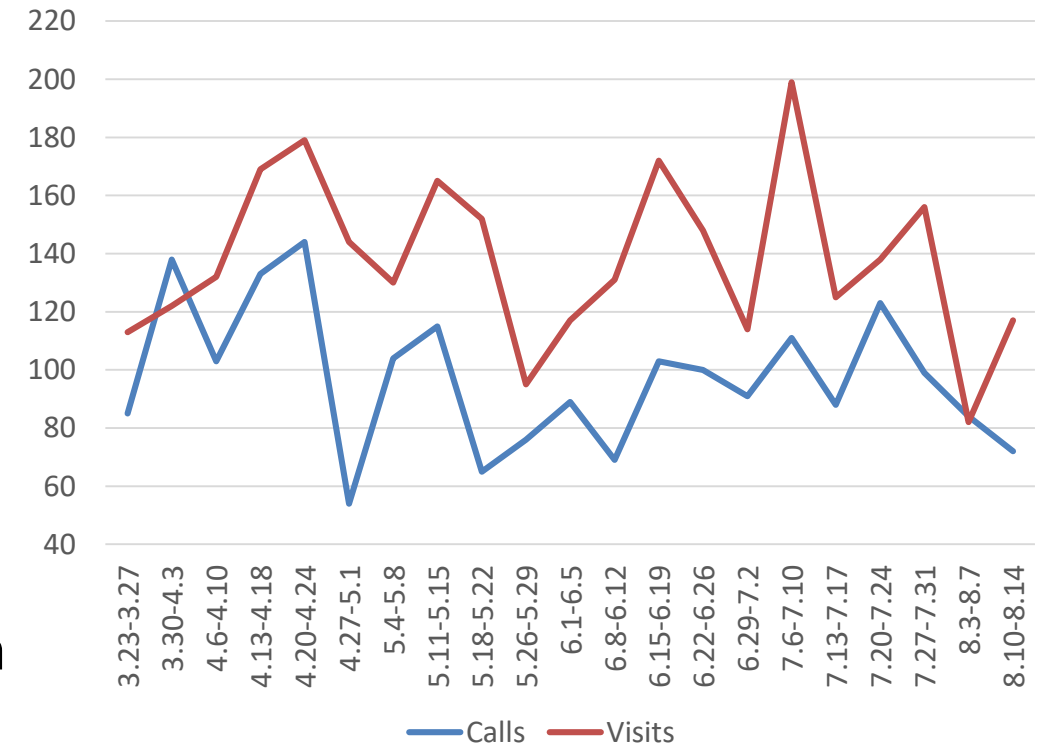
■ UI Support

- In person at Fairfield Job Center (500 Chadbourne Rd)
- Remote Assistance – 707.863.3500 or <http://solanoemployment.org>

■ Intensive Supports

- Stabilization Funding and Resources
- Change to Virtual Learning and Job Search
- Connections to Hiring Employers
- \$1.3 million in new funding for residents

Fairfield Job Center Activity



4,949

Assisted through the Fairfield Job Center



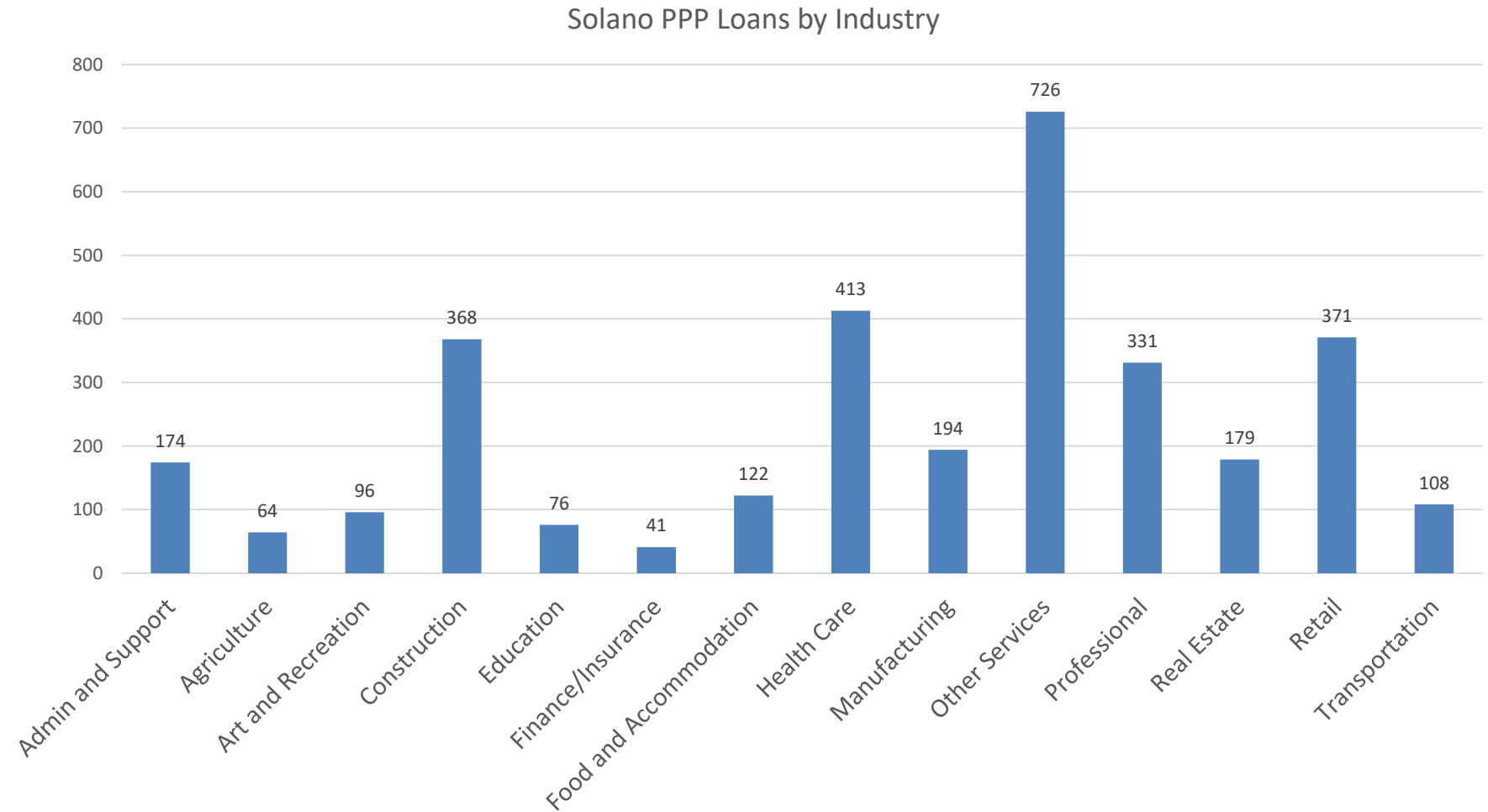
Payroll Protection Program (PPP) Loans

- 41,538 Jobs Retained in Solano due to PPP loans
- 1,286 PPP Recipients were Individuals
- 116 PPP Recipients were Non-Profits

City	Number of Businesses	Number of PPP Loans
Benicia	1,457	500
Dixon	610	242
Fairfield	3,559	1,001
Rio Vista	285	81
Suisun City	489	135
Vacaville	3,133	965
Vallejo	3,213	88
Total	12,746	3,732



Payroll Protection Program (PPP) Loans





"Most businesses I find have a quiet, humble pride... but we've come to a time when they know they need to connect with resources they've never had to look for before."

-- SBDC advisor

SBDC COVID Services

- Assisted **531** small businesses in Solano with Small Business Administration (SBA) loans during a 7-week period
- SBDC Clients have received **\$8.1 million** in SBA funding
- 232 New SBDC Clients during COVID-19
- Pivoted services by streamlining intake process, providing phone coverage, and adding new advisors to handle increased volume



SBDC COVID Services

*"In these last months,
I've witnessed
resiliency like no
other...I have been
inspired by their
willingness to do what
has to be done."*

-- SBDC adviser

- Became a central point of information for SBA loans and COVID related information
 - Providing consistent updates to all Chambers and Economic Development staff throughout the county
- Secured \$175,0000 of CARES Act funding to provide additional support to small businesses
 - Hired Marketing Specialist to improve visibility
 - Increased business advising hours
- Held 35 seminars attended by 376 individuals since mid-March



"The equipment we were able to acquire with the help of LOAF has helped us immensely to adapt to the current restrictions due to COVID-19 and keep...the sales that allow us to keep employees on the staff."

-- Los Reyes
Restaurant, Vacaville

WDB Business Services Response

■ **Layoff Aversion Fund**

- Launched April 1, 2020
- \$207,000 – supported 49 businesses, saved 334 jobs
- Generous support from Wells Fargo, Genentech Inc, and City of Benicia

■ **Business Reopening Compliance Assistance**

- 15 webinars on industry reopening guidelines: restaurants, offices, retail, salons, fitness centers, bars, galleries and museums, expanded personal services
 - WDB + SBDC in partnership with local cities and chambers
- \$288,000 in new funding for small businesses



Moving Forward with Businesses

- **Rebuild and Restore Initiative**
 - Financial support for businesses to bring back or hire new employees
 - Co-funding business training on new forms of work
- **Small Business Assistance Grants**
 - Proposed \$2 million for additional small business assistance
 - Intentional Equity
 - Partnership with cities and chambers





Small Business Assistance Grants

■ Key Elements

- Grants to prevent closures and to respond to COVID-19 compliance
- Locally owned business with less than 50 employees (priority for 20 or less)
- Technical assistance and outreach for targeted businesses/communities
- Anticipate 400 business awards

■ Proposed Timeline

- September 4, 2020 – plan finalized
- September 15, 2020 – open date for applications

City	Local Investment in Business
Benicia	\$586,000
Dixon	<i>planned</i>
Fairfield	\$400,000
Rio Vista	--
Suisun City	--
Vacaville	\$440,000
Vallejo	--
WDB - Countywide	\$207,000
Total	\$1,633,000