

SF Small Business Summit

SUPPORT AND RESOURCES ON THE PATH TO COVID RECOVERY

OFFICE OF ECONOMIC AND WORKPLACE DEVELOPMENT



October 6, 2021

Neighborhood Economic Development

Agenda

- **Department Overview**
- **Review of Small Business Resources**
- **Partner Nonprofit Organizations**
- **The San Francisco Business Portal Site Walkthrough**
- **Q&A**

Presenters:

Office of Economic and Workforce Development

Diana Ponce De Leon & Larry McClendon

Department Overview

The Office of Economic and Workforce Development (OEWD) is a department within the City and County of San Francisco focused on advancing equitable and shared prosperity for San Franciscans by growing sustainable jobs, supporting businesses of all sizes, creating great places to live and work.

Seven divisions provide programs and policies to support:

- workforce development
- business attraction and retention
- neighborhood commercial revitalization
- international business
- development planning

Invest In Neighborhoods Overview

Our Invest in Neighborhoods Division implements programs and services that support small businesses and promote neighborhood economic development.

We support launching and maintaining strong businesses by helping them grow and navigate challenges.



Review of Small Business Resources



Financial Capital

Finding funds for a business is a major hurdle all entrepreneurs must overcome.

Our financial experts can assist with:

- Credit building and repair
- Low interest business loans
- Financial advice



Business Development

Low-to-moderate income entrepreneurs without a formal business background can build core business skills and knowledge with confidence.

OEWD supports professional development programs that empower entrepreneurs to sharpen their business acumen. Access a wide range of free resources, including:

- Business Planning courses
- Finance & Accounting workshops
- Branding and Marketing services
- Legal and Real Estate advising
- 1-1 Business Advising



Social Capital

Learn from established entrepreneurs, find a mentor, reach new customers, and expand your peer support network. No one understands the struggle more than another small business owners.

Accessing OEWD small business programs opens up your network across the City and industries. See our list of nonprofit partners on the next page to get started on your strategy for long-term success.

Funded Partners

OEWD partners with nonprofits dedicated to supporting small businesses at every stage.

Our network of technical assistance providers can connect you with the resources you need.



Northeast Community Federal Credit Union



Partner Nonprofit Organizations

La Cocina – Cultivates low-to-moderate income food entrepreneurs. lacocinasf.org

Lawyers' Committee for Civil Rights - Provides free legal assistance and representation.
lccr.com

Main Street Launch - Offers equal opportunity lending strategies. mainstreetlaunch.org

Mission Asset Fund - Offers credit building opportunities. missionassetfund.org

Mission Economic Development Agency - Supports small businesses. medasf.org

Pacific Community Ventures - Supports small businesses. pacificcommunityventures.org

Renaissance Entrepreneurship Center - Supports small businesses. rencenter.org

San Francisco LGBT Community Center - Supports LGBTQI-owned small business.
sfcenter.org

San Francisco Small Business Development Center - Supports small businesses.
sfsbdc.org

SFMade - Supports manufacturing businesses. sfmade.org

Southeast Asian Community Center - Supports Southeast Asian businesses. seaccusa.org

Wu Yee Children's Service – Supports family childcare businesses. wuyee.org

For information
about OEWD
technical
assistance
programs, please
contact:
SFsmallbusiness
@sfgov.org

Commercial Eviction Moratorium Resources

If you are a business that has been impacted by COVID-19 and have missed a rent payment, here are four things to know:

1. The commercial eviction moratorium ended on September 30, 2021.
2. If you are a business with less than 50 full-time employees, you may have additional time to repay any missed rent.
3. You should document any COVID-19 hardship that kept you from paying any amount of rent since March of 2020.
4. Find more information and resources including FAQs, organizations that offer legal assistance and mediation support below.

For more information:

<https://oewd.org/commercial-evictions-moratorium>

Storefront Vandalism Relief Grant

Check if your business is eligible

- Have a storefront
- Have less than \$8M in gross revenue in 2020
- No formula retail except franchises with less than \$8M in gross revenue
- Have been damaged on or after July 1, 2020
- Provide proof of damage (Receipts, Police Report, Photos)

Gather information about your business

- Your Business Account Number (BAN). If you don't know it, you can look it up.
- Your 2020 gross revenue
- Number of full and part-time employees
- Primary business owner's household income

(info will be entered no documents required)

Documentation

Complete and sign a W9 & Gather proof of damage

Storefront Vandalism Relief Grant



Documentation

Complete and sign a W9 & Gather proof of damage

<https://oewd.org/storefront-vandalism-relief-grant>

Key Website for Partners, Businesses & Workers

<https://oewd.org/>

Office of Small Business



<https://sfosb.org/>

The **Office of Small Business, Small Business Assistance Center** is the city's central point for information and assistance for small businesses and entrepreneurs located in San Francisco. We provide one-to-one case management assistance including information on required license and permits, technical assistance, financing options, and other business resources to help businesses start, grow, and thrive.

We provide multi-lingual client services by phone, email, appointment, and on a drop-in basis. You may also submit our **Contact Us Intake Form** and a Business Case Manager will contact you.

We are located in San Francisco **City Hall, Room 140**. You may call us at: **(415) 554-6134**, or email us at: **SFOSB@SFGOV.ORG** .

SF Business Portal Starter Kits

Industry-specific start-up instructions are available on the SF Business Portal Starter Kits page, businessportal.sfgov.org/start/starter-kits

Download a Starter Kit to start the following types of businesses:

- Brewery
- Bar
- Restaurant
- Short-term Residential Rental
- Caterer
- Food Truck
- Retail Shop
- Small Contractor
- Hair/Nail Salon
- Business Consultant
- Cleaning Business
- Street Artist
- Food & Beverage Manufacturing
- Event Planner
- Freelancer

*Jumpstart your path to success:
explore this list of the most common
San Francisco businesses and what it
takes to get them going.*

30-Day Review for Small Business Permits

New portal for principally permitted small businesses on the ground floor to access their permits in 30 days:

<https://sf.gov/step-by-step/get-your-small-business-permits-30-day-review>

Opening a New Small Business In SF

First Year Free is a new program passed by the Board of Supervisors and the Mayor to support and revive San Francisco small businesses as the City recovers from the pandemic. The program waives the cost of initial registration fees, initial license fees, first-year permit, and other applicable fees for qualifying new businesses and new locations of existing businesses.

First Year Free portal:

<https://sftreasurer.org/first-year-free>

The San Francisco Business Portal Site Walkthrough



<https://www.businessportal.sfgov.org/>



SAN FRANCISCO

OFFICE OF ECONOMIC &
WORKFORCE DEVELOPMENT



Conflict Intervention Service

Collaborative Solutions to Commercial Leasing Disputes

Conflict Intervention Service (CIS)

Commercial Leasing Advisory, Coaching, and Mediation



- CIS is a program of the Bar Association of San Francisco (BASF). We offer a range of dispute resolution services performed by professional neutrals who are highly experienced in commercial leasing issues.
- Commercial advisory and intervention services include communication coaching, business analysis pertinent to rent deferment negotiation, shuttle negotiation and structured mediation.
- CIS also provides 2-hour free legal consultations regarding the Commercial Eviction Moratorium through the BASF Lawyer Referral and Information Service, and connections to a wide range of other critical resources.

How it works

Rapid Response



- CIS guarantees a reply to all help requests within 24 hours.
- 7 days a week, throughout the year.
- Most requests receive attention the same day they are made.

How it works

Extreme Experience



- **Multi-cultural, interdisciplinary team of professional neutrals with over 100 years combined experience in commercial leasing, asset management, and corporate tenant representation.**
- **We understand the business, and offer solutions that work for everyone.**

Essential Practices to Avoid Eviction

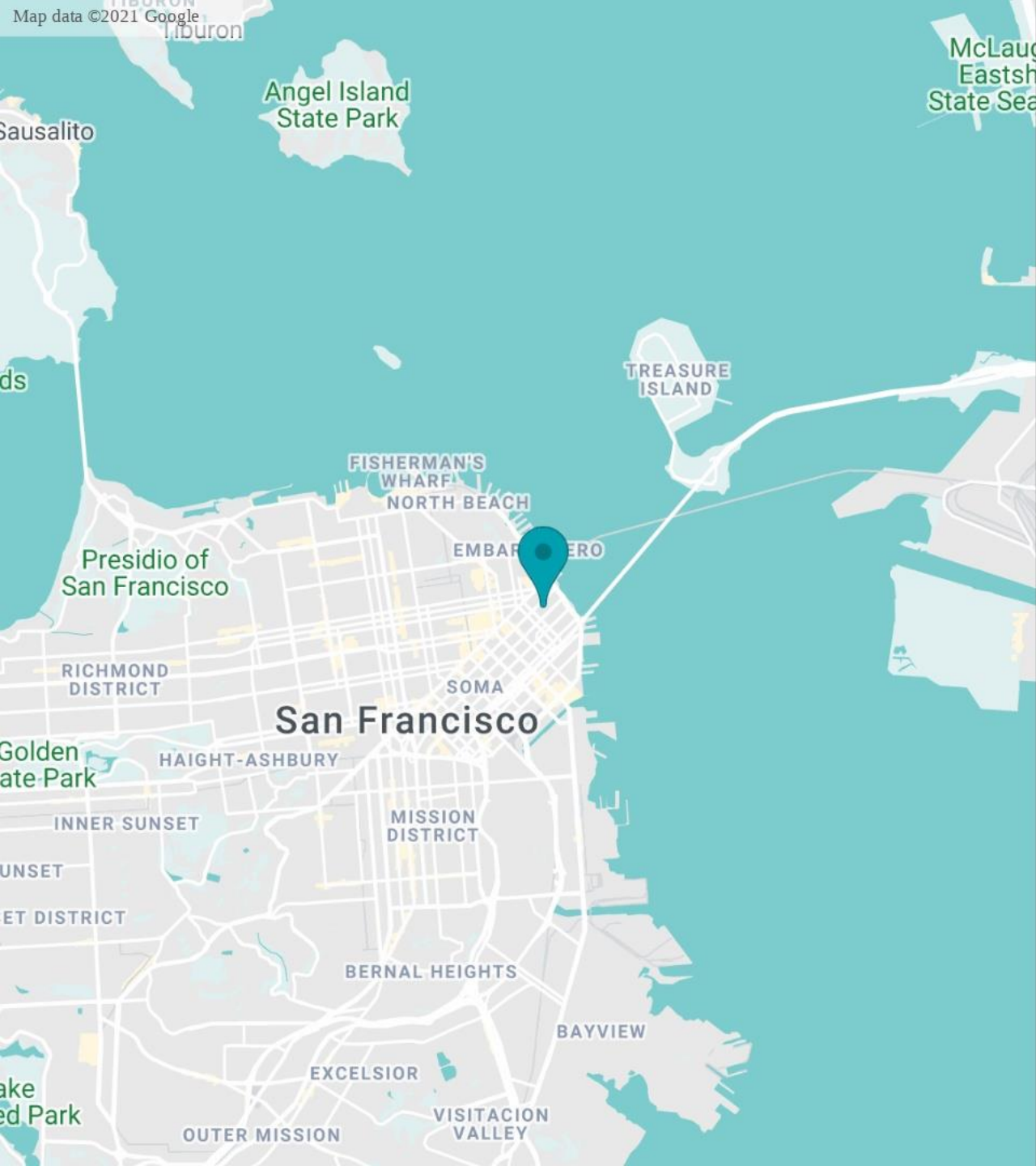


- **Early Intervention: Advocacy, Assistance, & Avoiding Court.**
- **Restore Collaborative Relationship.**
- **Solutions Must Work for Everyone.**

Success Stories



- 72% of commercial disputes managed by CIS have resulted in positive settlement agreements or restored working relationships among tenants and landlords.
- Most agreements included substantial reductions in tenant rental obligations.
- Many tenants reversed plans to close their business after negotiating favorable interim rental arrangements.



Contact CIS

Conflict Intervention Service
The Bar Association of San Francisco
201 Mission St, Suite 400, San Francisco, CA 94105

 415-782-8940 (CIS Helpline)

 sfbar

 cis@sfbar.org

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CITY AND COUNTY OF SAN FRANCISCO
CITY ADMINISTRATOR CARMEN CHU

Thank you for joining us!