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The California Office of the Small Business Advocate (CalOSBA) supports economic growth and innovation statewide. CalOSBA's core mission is to provide resources to all California small businesses, disabled veteran business enterprises (SB/DVBEs), minority and women-owned businesses, and those individuals who own and operate businesses located in low-wealth, rural and disaster-impacted communities.

CalOSBA supports outreach and engagement efforts through advocacy, sharing resources, and building resilience through programs and our Technical Assistance Network that supports growth and business sustainability.

This month's newsletter highlights the ecosystem and CalOSBA's efforts to serve California businesses statewide.

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[National Manufacturing Week October 6 - 13, 2023](#)



Tour of the Mira Costa College Institute of Technology in Carlsbad and discussion about manufacturing workforce development

The manufacturing industry is a fundamental part of the fabric of our great state of California. CalOSBA is committed to supporting manufacturing sector growth and small business attraction and retention to strengthen supply chain resilience and increase the number of quality jobs.

Earlier this year, CalOSBA attended an [Innovate78](#) event to support North County San Diego manufacturers and provide small business resources and information about [California Manufacturing Consultants \(CMTC\)](#), a state technical assistance partner that specializes in providing guidance, training, and resources to manufacturers.



Take a look at just a few of the many manufacturers and manufacturing events that call California home.

[Regional Small Business Success Stories](#)

Northern California

The Good Chocolate - Manufacturing 100% Organic Bean-To-Bar Chocolate



Owners Ben and Miki embarked on a journey determined to eliminate sugar from their diet. Along the way they learned a lot about the science of sugar and became aware that most food companies use sugar to keep us hooked on their products regardless of sugar's well-known negative effects. They decided to do something about it and The Good Chocolate was born. The San Francisco Chocolate Company produces delicious ZERO SUGAR bean-to-bar chocolate for people leading a healthy lifestyle and seeking the freedom to indulge.

Ben and Miki worked with the San Francisco SBDC to improve customer engagement and online sales. From the assistance received The Good Chocolate increased the open rate of their welcome email from 18.4% to 45.3% and improved the click-through rate from 1.6% to 7.1%. Increased eCommerce sales by 136.9%. Also improved their eCommerce conversion rate by 137.2%.

Check out The Good Chocolate success story [Here](#).

For more Bean-to-Bar goodness Visit The Good Chocolate website [Here](#)

For technical assistance with your business journey visit the San Francisco SBDC [Here](#)

Central Valley

8th Annual "Valley Made" Manufacturing Summit



The 8th Annual "Valley Made" Manufacturing Summit, scheduled for October 26, 2023, is set to bring together industry leaders, policymakers, and stakeholders from the San Joaquin Valley's thriving manufacturing sector. Hosted by the esteemed San Joaquin Valley Manufacturing Alliance, this much-anticipated event promises to be a platform for innovation, collaboration, and growth within the region's robust \$19.3 billion manufacturing industry.

Since its inception, the "Valley Made" Manufacturing Summit has become a hallmark event for the San Joaquin Valley, fostering a vibrant community of manufacturers and enthusiasts. With each passing year, the summit has grown in scale and significance, drawing in more participants and industry giants eager to showcase their latest technological advancements, products, and strategies.



The summit's agenda is meticulously curated to cater to the diverse interests of attendees. It features keynote presentations from distinguished thought leaders who share valuable insights on industry trends, challenges, and future prospects. In addition to keynote addresses, attendees can participate in panel discussions, workshops, and interactive sessions that cover an array of topics relevant to modern manufacturing practices.

One of the summit's core objectives is to promote collaboration among local manufacturers and key stakeholders. The event provides an excellent opportunity for networking, allowing participants to form meaningful connections, exchange ideas, and explore potential partnerships. This collaborative spirit has been instrumental in driving innovation and boosting the competitiveness of the region's manufacturing sector on both national and global scales.

Furthermore, the "Valley Made" Manufacturing Summit serves as a platform to address pressing issues faced by the industry. Through open forums and discussions, attendees can engage with policymakers and industry experts to identify solutions to challenges such as workforce development, sustainable practices, and emerging technologies.

Want to find out more about the 8th Annual Valley Made Manufacturing Summit?

Visit the San Joaquin Valley Manufacturing Alliance website [here](#) or register for the event [here](#).

Southern California

Amai Earth - Turning Grain Waste into Edible Plates, Cups, and Utensils? Time to Eat Our Coffee Cups!



Amai Earth, based in Carlsbad and Vista, manufactures edible, biodegradable plates, cups, and utensils that are good for the earth and people can consume, or, if you don't feel like eating your fork, these products biodegrade quickly in a compost bin.



Amai Earth is processing upcycled grain and using 100% natural ingredients. The products are vegan, GMO free, no preservatives or artificial sweeteners or colors, and are nut, dairy, soy, and egg free. Now, we can feel even better about sustainability with a morning latte in one of these cups that stays crispy for up to 45 minutes.



For more information about these biodegradable products, visit the Amai Earth website [here](#).

Start your manufacturing business by connecting with the state's technical assistance partners to help with your business plan, marketing, access to capital, and more [here](#).

Once your manufacturing business is up and running and you're looking to grow, connect with our manufacturing technical assistance partner, CMTC [here](#).

[Grant Programs](#)



The following grant programs are administered by CalOSBA. Review the status of current and upcoming grant programs below.

Grant Programs 'To Be Determined'

The following grant programs may open soon. Stay on our email list to learn if/when these programs come available.

- [Supplemental Paid Sick Leave Relief Grant Program \(SPSL\)](#) - Round 2 application date is TBD.
- [Accelerate California Inclusive Innovation Hubs](#) - Accelerate California Round 2 applications closed on 9/8/2023. Awardees will be notified by the first week of October 2023.
- [Ag Drought Flood Relief](#) - The program applications for Round 1 Flood and Rounds 1 and 2 for Drought opened on August 31, 2023. The Application portal will be open for at least 45 days.
- [CA RISE](#) – The Program Application is set to launch October 2023.

Closed Programs

The following grant programs are currently closed.

- [California Dream Fund Grant Program](#)
- [California Venues Grant Program](#)
- [Microbusiness COVID-19 Relief Grant](#)
- [Supplemental Paid Sick Leave Relief Grant Program \(SPSL\)](#) - Round 1 closed on June 28, 2023.

[Small Business Leadership Training](#)



The graphic features a blue background with a faint image of the California State Capitol dome. At the top left are logos for the California Office of the Small Business Advocate, the Governor's Office of the State Auditor, and Agee Global Solutions. At the top right is the California ALL logo. The main text reads "Small Business Leadership Training" and "MEET OUR SPEAKERS". Below this are four speaker portraits with their names and titles: Tara Lynn Gray (Director, California Office of the Small Business Advocate), Jovan Agee (CEO, Agee Global Solutions), Dr. Dene' McGee (CEO, DJS Business Solutions), and Betty Williams (CEO, 1 Solution).

The California's Office of the Small Business Advocate is excited to partner with the Governor's Office to bring the [Small Business Leadership Training to San Francisco, Sacramento and Fresno!](#) Community Leaders, CBO's, Small

Business Owners, and residents are invited to attend to increase their knowledge of CalOSBA programs and resources available for diverse stakeholders and community-based organizations and to foster growth and collaboration within the business community.

Join CalOSBA Director, Tara Lynn Gray, along with Jovan Agee, CEO of Agee Global Solutions, Dr Dene' McGee, CEO of DJS Business Solutions and Betty Williams, CEO of 1 Solution for a free Small Business Leadership Training opportunity. Register today!

Small Business Leadership Training

Friday, September 29, 2023, 2 p.m. - 6 p.m.

The Grand 1401 in Fresno, CA

REGISTER FOR FRESNO HERE

Three more Small Business Leadership Training opportunities will be happening on October 30, 2023 in Los Angeles, October 31, 2023 in Riverside and November 1, 2023 in San Diego. Registration information coming soon. Stay tuned for updates.

For more small business resources and information, visit calosba.ca.gov

No-cost and low-cost training is available through Technical Assistance Centers across the state. Browse the training schedule on the CalOSBA website by [clicking here](#).

[Submit a request to CalOSBA](#)



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