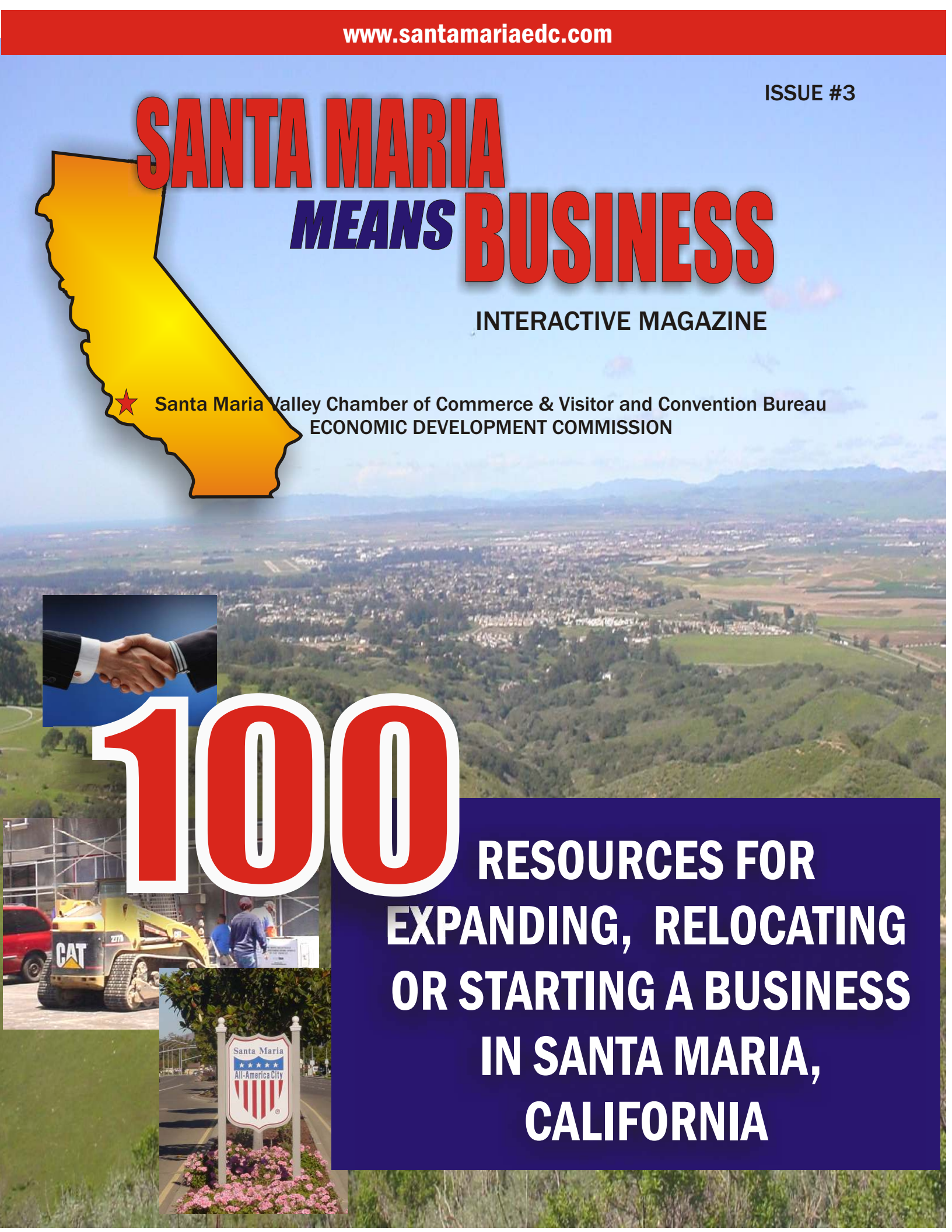


SANTA MARIA MEANS BUSINESS

INTERACTIVE MAGAZINE



★ Santa Maria Valley Chamber of Commerce & Visitor and Convention Bureau
ECONOMIC DEVELOPMENT COMMISSION



100

RESOURCES FOR
EXPANDING, RELOCATING
OR STARTING A BUSINESS
IN SANTA MARIA,
CALIFORNIA



SANTA MARIA MEANS BUSINESS

INTERACTIVE MAGAZINE



Santa Maria Valley Chamber of Commerce & Visitor and Convention Bureau
ECONOMIC DEVELOPMENT COMMISSION

Santa Maria Valley Chamber of Commerce
& Visitor and Convention Bureau
614 South Broadway
Santa Maria, CA 93454

(805) 925-2403, ext. 817
edc@santamaria.com
Contact: Dave Cross

Chairman:
Bob Hatch
President/CEO
Santa Maria Valley Chamber of Commerce
(805) 925-2403, ext 825
Chmbrchief@aol.com

ON THE COVER:
A view of the Santa Maria Valley taken from the top of Mt. Solomon in the Orcutt area.

The SANTA MARIA ECONOMIC DEVELOPMENT COMMISSION IS RESPONSIBLE FOR:

- Retention, expansion, and/or relocation of existing businesses within the City of Santa Maria.
- Encouraging commercial/industrial development by offering facilities and site location assistance.
- Coordinating with appropriate City of Santa Maria departments to facilitate development projects.
- Marketing the City of Santa Maria to targeted industries, businesses, and commercial retail users.
- Promotion, marketing and facilitation of identified key development opportunities within the City of Santa Maria.

100

RESOURCES FOR EXPANDING, RELOCATING OR STARTING A BUSINESS IN SANTA MARIA, CALIFORNIA

Santa Maria, California is an exceptional place to expand, relocate or start a business. A centralized location, mild climate, and outstanding quality of life are just some of the factors that make this area desirable for company expansion and growth.

This resource guide is a compilation of important and beneficial information available locally, as well as on a State and Federal level. This edition provides a wealth of statistics, data, and valuable resources that are literally at your fingertips.

The Santa Maria Economic Development Commission can assist in your relocation and expansion efforts. Your success makes our community stronger. As a department of the Santa Maria Valley Chamber of Commerce, we have the capability to assist every step of the way.

I. SANTA MARIA ECONOMIC DEVELOPMENT COMMISSION RESOURCES AND REGIONAL INFORMATION

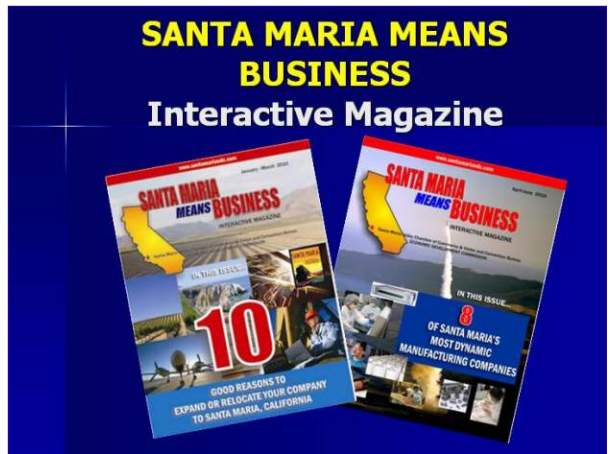
The Santa Maria Economic Development Commission (EDC) connects with many of the local resources shown throughout this directory. The one sure way to find what you need is through our department, which falls under the umbrella of the Santa Maria Valley Chamber of Commerce.

If you are not on the EDC notification list, register today. You will be kept informed and updated with Santa Maria economic development information. [Register here.](#)

1.) EDC Website: www.santamariaedc.com

2.) Demographics and Statistics

- [Latest Demographics - Santa Maria Area](#)
- [Traffic Count Map](#)
- [Population 15/30 mile radius](#)
- [Workforce and Employers](#)
- [Santa Maria Retail Survey](#)
- [Top Agricultural Crops](#)
- [Commercial Real Estate Forecast](#)



3.) [Ten Good Reasons to Expand or Relocate your Company to Santa Maria, California](#)

4.) [Eight of Santa Maria's Most Dynamic Manufacturing Companies](#)



5.) [NEWSFLASH Economic Development Newsletter](#)
Keep informed about what is going on with events, economic development, and important business issues.

6.) Maps

- [City of Santa Maria](#)
- [Central Coast](#)
- [County of Santa Barbara](#)



DRIVING DISTANCES FROM SANTA MARIA

- SAN FRANCISCO - 264 MILES
- LOS ANGELES - 170 MILES
- SANTA BARBARA - 75 MILES

7) Regional Information

- [Regional Overview](#)
- [A Brief History of Santa Maria](#)
- [Santa Maria Valley Railroad](#)



8.) Industrial Information

- [Agricultural Production Reports](#)
- [Ag Commissioners Office Website](#)
- [Oil and Gas Production Reports](#)
- [Oil and Gas History in Santa Barbara County](#)

The Economic Development Commission works with the City of Santa Maria on the following business assistance programs:

- 9.) [Business Retention and Attraction Program](#)
- 10.) [Commercial Facade Rebate/Loan Program](#)

For further information contact the [EDC](#).



11.) Manufacturers Association

The Manufacturers Association is sponsored by the Economic Development Commission and provides factory tours, forums, and speakers that promote manufacturing and industry in Santa Maria.

- [Learn more](#)
- [Be notified of upcoming events](#)



12.) Commercial Real Estate & Available Properties

The Economic Development Commission works with local Commercial Brokers to help find the space that best fits your company's needs.

Download a [contact sheet of agents](#) so that you can explore the vacancies listed on their website.



13.) Santa Barbara County Energy Watch Partnership



Visit the Energy Watch Partnership Website at www.sbenergywatch.com

- [Download information for scheduling a free business energy audit.](#)

The Santa Barbara County Energy Watch Partnership is a program designed to implement energy savings and efficiency in government, businesses and homes. The program is funded by PG&E and Southern California Gas and administered by the Santa Maria Valley Chamber of Commerce.

14.) Coordination With City Departments

The Economic Development Commission can coordinate and facilitate meetings and communications with department heads, representatives and officials so that your company can begin operations as smoothly and efficiently as possible.

For additional information, call the EDC at (805) 925-2403 ext 817 or email to: edc@santamaria.com

II. SANTA MARIA VALLEY CHAMBER OF COMMERCE & VISITOR AND CONVENTION BUREAU RESOURCES



Since its inception in 1902, the Santa Maria Valley & Visitor and Convention Bureau has worked to better the area’s business climate, forge a stronger community and improve the quality of life. This dynamic organization, with over 1,000 members, is made up of a diverse mix of small and large businesses, organizations and individuals sharing the Chamber’s mission to promote a favorable economic climate while making the Santa Maria valley a better place to live and work.

15.) Visit the Chamber of Commerce Website at www.santamaria.com



16.) Chamber News

Keep up with important community events, meetings, business news, and exciting happenings in Santa maria.

Visit Chamber News at www.santamariachambernews.com

17.) Chamber Directory

These businesses embrace the philosophy of the Chamber of Commerce. They are the area’s premier businesses and organizations. If you need a product or service, start with the [Chamber Directory](#)

18.) Benefits of Chamber Membership

One of the best investments your company or organization can make is by becoming a member of the Santa Maria Valley Chamber of Commerce. Don’t take our word for it, read for yourself the [benefits of becoming a Chamber of Commerce member](#).



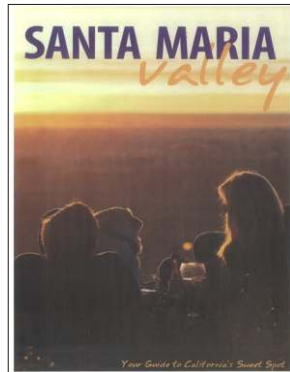
19.) Visitor and Convention Bureau

Thoroughly explore what the Santa Maria Valley has to offer by connecting with the Visitor and Convention Bureau website.

Find out for yourself why the Santa Maria Valley is the best place anywhere to locate your company.



Visit the website at www.santamariavisitor.com



20.) Interactive Visitors Guide

This interactive guide reads like a magazine. Go to the site, click on the lower right corner of the cover and hold the mouse. Turn the page and browse through the book to discover Santa Maria's beauty and quality of life.

21.) Visit the Santa Maria Valley Chamber of Commerce & Visitor and Convention Bureau office.

Located at 614 South Broadway in Santa Maria, the Chamber of Commerce office also holds the Visitors and Convention Bureau and the Economic Development Commission.

All the information you need about Santa Maria is either right there or the professional and friendly staff will help you to find it.

SANTA MARIA VALLEY
CHAMBER OF COMMERCE &
VISITOR AND CONVENTION BUREAU

614 S. BROADWAY
SANTA MARIA, CA 93454

TEL: (805) 925-2403



III. CITY OF SANTA MARIA RESOURCES



The Economic Development Commission is funded by the City of Santa Maria and the Santa Maria Airport District to attract new companies, help existing companies to expand and grow, and to provide assistance and resources that promote overall economic development, business opportunities, and job creation.

The EDC is here to assist and help facilitate your relocation, expansion and business development projects, which includes coordination with the City of Santa Maria.



22.) **City of Santa Maria Website:**
www.ci.santa-maria.ca.us

23.) **Business License Information**

Information you need to know to get a business license in the City of Santa Maria.

- [Business License Checklist](#)
- [Business License Application](#)

24.) **Community Development Department**

The Community Development Department is responsible for the City’s planning and building functions. Staff reviews all plans, permit applications and projects for zoning compliance and conformance to codes and ordinances.

25.) **Zoning Map of Santa Maria**

26.) **Santa Maria Zoning Ordinance**

27.) **City Applications and Forms**



**28.) City of Santa Maria's most current
Commercial / Residential
Development List**

29.) City Telephone Directory

30.) City Departments and Locations

Community Development Department
110 S. Pine Street, #101
(805) 925-0951, ext 240

Santa Maria City Hall
110 E. Cook Street
(805) 925-0951, ext 200

Public Works
110 S. Pine Street
(805) 925-0951, ext 227

Police Services
222 E. Cook Street
(805) 925-0951, ext 272

Fire Department
314 W. Cook St, #8
(805) 925-0951, ext 255

Recreation and Parks
615 S. McClelland
(805) 925-0951, ext 260

Santa Maria Public Library
421 S. McClelland
(805) 925-0994

Other Departments and Locations

31.) City Documents and Links

- [Downtown Specific Plan](#)
- [Economic Development Element](#)
- [Municipal Code](#)
- [Planning Fees](#)
- [City Organizational Charts](#)
- [Public Documents](#)
- [Mayor & City Council](#)
- [Planning Commission](#)
- [Code Compliance](#)
- [City Street Map](#)



IV. SANTA MARIA PUBLIC AIRPORT DISTRICT

32.) Santa Maria Public Airport

3217 Terminal Drive
(805) 922-1726

MAP [to the Santa Maria Airport](#)



WWW.SANTAMARIAAIRPORT.COM

SANTA MARIA'S PUBLIC AIRPORT IS CONVENIENT AND HASSLE-FREE WITH EASY ACCESS TO MANUFACTURING AND INDUSTRY



Corporate flights and business traveling is smooth, efficient and cost effective from the Santa Maria Public Airport.

- Flights to Los Angeles and Las Vegas with future additional Flight Destinations
- Always Free Parking
- Free Wi-Fi in the Terminal
- Longest Runway on the Central Coast and Expanding
- Future Business Park is in the planning stage
- New Baggage Handling Facility

33.) Flight Information and Booking

- [Flight Information](#)
- Select an airline to book a flight:




A 740-acre Business Park is in the planning stage and an ideal time to include your company's future business plans. [View the Specific Plan.](#)



COUNTY OF SANTA BARBARA RESOURCES



34.) County of Santa Barbara Website : www.countyofsb.org

35.) [Fictitious Name Statement](#)

36.) Santa Barbara County
[Planning Department](#)



37.) Development Permits-
[Permit Process](#)

38.) [Applications, Forms and Documents](#)

39.) [Parcel Information Look-Up](#)

40.) [Permit History by Parcel](#)

41.) Santa Barbara County
[Health Department](#)

42.) County of Santa Barbara
[Financial Highlights](#)

43.) [County Budget and Finances](#)

44.) [Agricultural Information](#)

45.) [Employment Resources](#)



46.) Northern Santa Barbara County Departments and Locations

County Clerk-Recorder
511 East Lakeside Parkway
Santa Maria
(805) 346-8370

Planning and Development
624 West Foster Road
(805) 934-6250

Environmental Health Services
2125 Centerpointe Parkway, Rm 333
Santa Maria
(805) 346-8460

Board of Supervisors Hearing Room
511 East Lakeside Parkway
(805) 346-8400

Public Works Department
620 West Foster Road
(805) 739-8750

General County Phone Number
(805) 934-6295

[Other Departments and Locations](#)

VI. RESOURCES FOR EXPANDING YOUR CUSTOMER BASE

One way to expand your sales and customer base is to do business with local government agencies, utilities, and other larger organizations. Here are some resources that offer those opportunities.

47.) Doing Business with the City of Santa Maria:

- [Steps to Doing Business with the City](#)
- [Vendor Application](#)
- [Requests for Proposals and Bid Results](#)



48.) Doing Business with the County of Santa Barbara:

- [Vendor Guide](#)
- [Vendor Registration](#)



49.) Doing Business with the State of California:

- [Becoming a Vendor for the State of CA](#)
- [Doing Business with California State Parks](#)



51.) Doing Business With Vandenberg Air Force Base:

- [Business Information](#)
- Small Business Office:

1515 Iceland Ave
Building 8500,
Room 134
Vandenberg AFB
(805) 605-7265

52.) Doing Business With Marian Medical Center:

- [Vendor Registration](#)



50.) Doing Business with PG&E

- [Becoming a Contractor, Consultant or Supplier](#)

53.) Government Contracting

- [Contracting for Federal or State Government](#)

VII.

STATE OF CALIFORNIA RESOURCES



54.) California [State & Local Economic Indicators](#)

55.) California [Economic Data by Industry](#)

56.) California [Economic Data by Occupation](#)

57.) [Monthly Data Release](#), includes unemployment rates and other employment data for counties and cities.



MOVING YOUR COMPANY TO CALIFORNIA

58.) State of California [Business Incentives](#)

59.) [Business Advantages](#)

60.) California Business [Success Stories](#)

62.) [Small Business Resources](#)

This resource page provides links for access to capital, SBA, Selling to Government, Technical Assistance, California Small Business Development Centers and more.

61.) PERMIT INFORMATION & REQUIREMENTS

This unique government site provides permit information based upon the type of business, and breaks it down into Federal, State, County, and City Permit Requirements.

- [Cal Gold Business Permits Made Simple](#)



VIII.

FINANCIAL RESOURCES



63.) Federal Government [Small Business Loans and Grants](#)

64.) State of California [Financial Assistance for Businesses](#)

65.) Small Business Administration [Guaranteed Loan Program](#)

66.) Small Business Administration [Loan Program Information](#)



67.) LOCAL FINANCIAL ASSISTANCE

- [Coastal Business Finance](#)

930 S. Broadway, Suite 101
Santa Maria, CA 93454
(805) 739-1665

- City of Santa Maria [Revolving Loan Program](#)

- [Revolving Loan Program Application](#)



68.) Local Banks and Lending Institutions:

Find a local bank and lending institution by using the Santa Maria Valley Chamber of Commerce [Membership Business Directory](#).

69.) GREEN BUSINESS

- [Environmental Grants and Loans](#)

- [Santa Barbara County Energy Watch Partnership](#)

IX.

WORKFORCE RESOURCES



70.) Work Force Resource Center:

- Santa Barbara County Workforce Resource System

1410 S. Broadway
Santa Maria, CA
(805) 614-1550



71.) Santa Barbara County Workforce Investment Board (WIB)

- Labor Market Information from the WIB
- WIB Workforce Study

RESOURCES FOR A TRAINED WORKFORCE

72.) Allan Hancock College

AHC will assist by developing a curriculum that provides workforce training to match local industry needs.

73.) Santa Barbara Business College

74.) Center for Employment Training

76.) HR Services and local Employee Leasing Companies:

- Find a local company that provides Human Resource Services and can fill your temporary employment needs by using the Santa Maria Valley Chamber of Commerce Membership Business Directory.

75.) Other Workforce Services:

- Vocational Training Center - VTC Enterprises

X. BUSINESS ASSISTANCE AND START-UP RESOURCES



77.) Business and Entrepreneurial Resources from the Federal Government:

- www.business.gov

78.) U.S. Small Business Administration:

This site has a wealth of information and links to other resources.

- www.sba.gov

79.) [California Guide to Starting a Business](#)



BUSINESS TOOLS

80.) [Business Cash Flow Calculator and other Business Calculators](#)

81.) [Entrepreneurial Assessment](#)

82.) Business Plans:

- [Business Plan Templates](#)

- [Business Plan Tools](#)

- [Business Plan Advice](#)

83.) [Business Valuation Assessment Calculator](#)

84.) [Business Management Tools & Information](#)

85.) [Business Tools from INC.com](#)

86.) STATE OF CALIFORNIA FRANCHISE TAX BOARD

- [Business Structure Assistance and Forms](#)

87.) SCORE Resources

SCORE (Service Corps of Retired Executives) provides free consulting and resources for entrepreneurs and existing businesses as well. By requesting a consultation, a local SCORE representative will meet with you at no charge.



- Register for a consultation at Sloscore.org
- SCORE [Business Resources](#)

88.) SBDC Resources

The California Small Business Development Center (SBDC) system also provides extensive services and resources for business success.

- Go to Californiasbdc.org

89.) Other exceptional resources for Business Development and Success

- Entrepreneur.com
- PowerHomeBiz.com
- Success Stories from Businessweek.com
- Womenhomebusiness.com
- Smallbiztrends.com



90.) Opportunities for your Company to Go Green, improve energy efficiency, and help your bottom line:



- Santa Barbara County Energy Watch Partnership
www.sbenergywatch.com

Contact the Santa Maria Economic Development Commission for further details.

(805) 925-2403, ext 817
e-mail: edc@santamaria.com

- Santa Barbara County Green Business Program
www.greenbizsbc.org
(805) 705-1686



Many resources exist to help Veterans start a business, qualify for business contracts and secure business loans. Here are some essential resources and information.

91.) Federal Business Resources for Veterans:

- U.S. Small Business Administration [Veterans Business Development](#)
- U.S. Department of Veterans Affairs- [Vetbiz.gov](#)
- [Veterans Business Loan Initiative - Patriot Express](#)

92.) CA.GOV - California Veterans Resources:

- [Disabled Veteran Business Enterprise \(DVBE\) Certification](#)
- [Disabled Veterans Business Opportunities](#)



93.) California [Disabled Veterans Business Alliance](#)

94.) California [Veteran Owned Business Directory](#)

95.) Business.gov - [Small Business Guide for Veterans](#)

96.) CAL-VET Resources:

- [Cal-Vet.com](#)
- [California Veterans Resource Book](#)



XII. STUDIES, REPORTS AND OTHER INFORMATION

97.) California Department of Finance - [Economic Indicators](#)

98.) U.S. Department of Labor Statistics - [California Economy at a Glance](#)

99.) [Energy Prices and California's Economic Security](#)



100.) Other Local Business Associations and Organizations

- [Santa Maria Valley Contractors Association](#)

2003 Preisker Lane, #A
Santa Maria, CA 93454
(805) 925-1191



- [Home Builders Association of the Central Coast](#)

899 Pacific Street
San Luis Obispo, CA
(805) 546-0418

- **Guadalupe Merchants Association**

Guadalupe, CA
(805) 714-9291



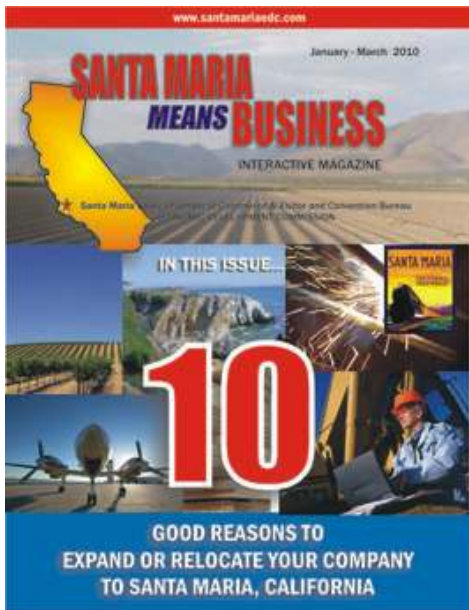


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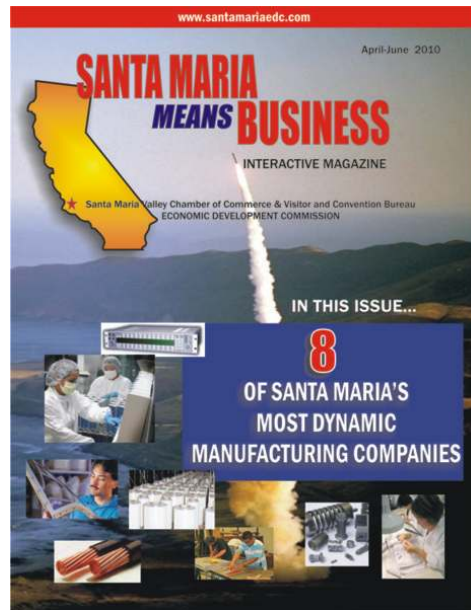
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PAST ISSUES



ISSUE #1



ISSUE #2

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