



Peninsula Business Development Guide

Your Blueprint for Business Success



Kobe Japanese Restaurant, Foster City



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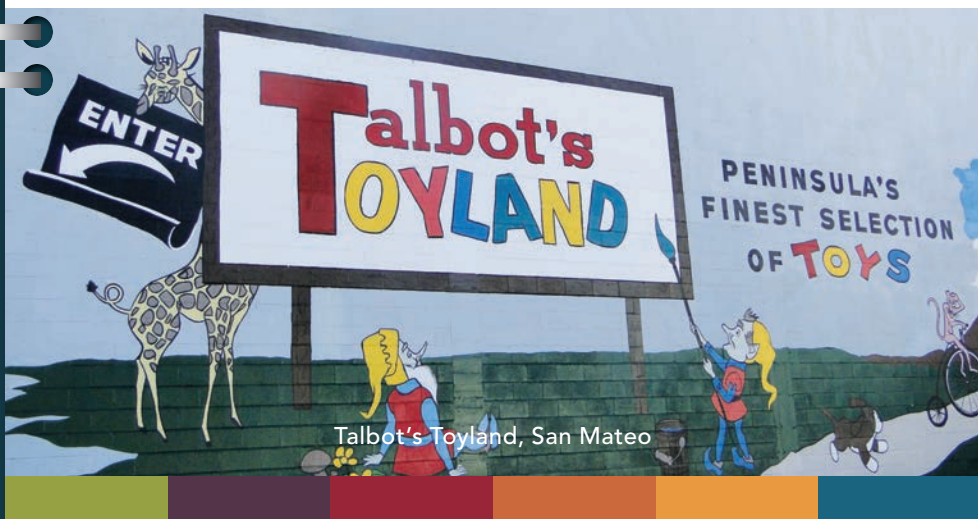
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Business-Friendly, Success-Driven.

At Workforce Development San Mateo County, your success is our business. 85% of our economy depends on the contributions from small business. We recognize the diversity of needs in small, start-up, and mature businesses that contribute to San Mateo County's thriving economy and provide employment to our residents. That's why we are committed to providing you with support, connections to a wide range of experts and resources, and the information you need to manage and grow your business.

We've created this Business Development Guide to provide you with information and resources that will enable your business to thrive — whether you are a start-up company in need of a business plan or an established business looking for qualified workers. It's your resource for continued success.



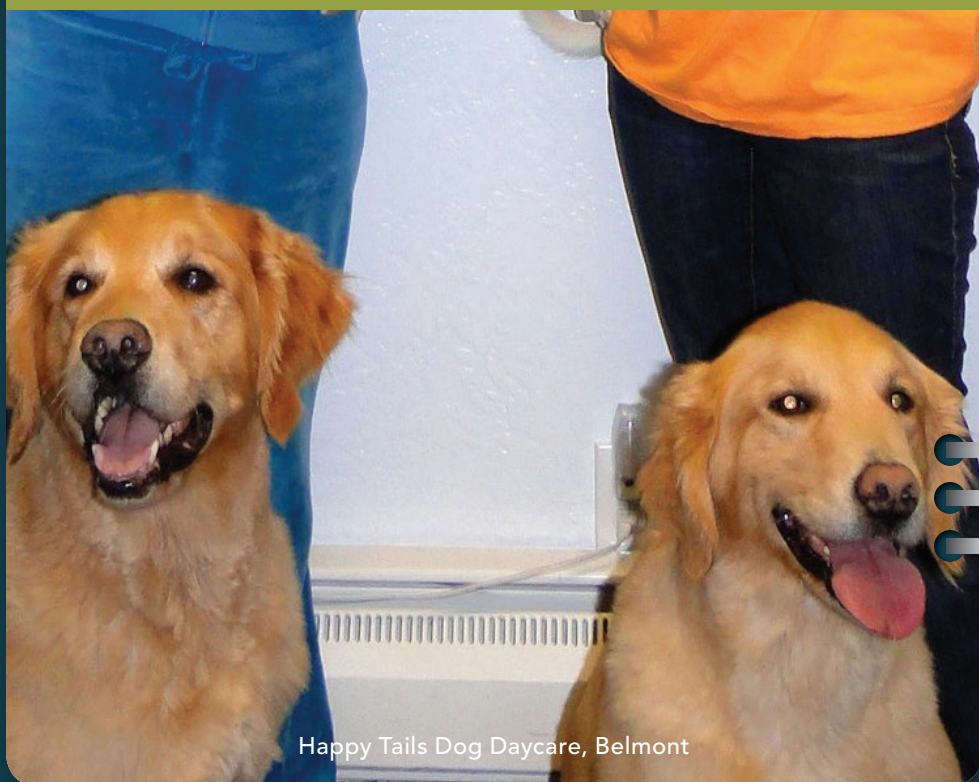
WORKFORCE
DEVELOPMENT



SAN MATEO COUNTY



PLAN YOUR BUSINESS



Happy Tails Dog Daycare, Belmont

Learning Resources For Starting or Growing A Business

Small Business Administration (SF District Office)

<http://www.sba.gov>

455 Market St # 6, San Francisco, CA 94105

- Starting a business
- Writing a business plan
- Finding a mentor
- Preparing finances

San Mateo County Clerk

<http://www.smcare.org>

555 County Center, 1st Floor, Redwood City, CA

- Information on starting a business
- Filing a fictitious business name
- Business license information

City of San Mateo Business Library

<http://www.cityofsanmateo.org/index.aspx?nid=308>

Business Librarian (650) 522-7802

- Multiple staff familiar with business needs
- Peninsula's largest collection of business materials
- Free or low-cost business workshops and classes
- Quarterly SBDC presentations



Buck's Restaurant, Woodside – Birthplace of Hotmail

SCORE

<http://siliconvalley.score.org>

Silicon Valley

234 East Gish Road, Suite 100

San Jose, California 95112

(408) 453-6237

<http://sanfrancisco.score.org>

San Francisco

455 Market St

San Francisco, CA

(415) 744-6827

- Free business mentoring
- Variety of low-cost business workshops
- One on one or online counseling options

Better Business Bureau, San Francisco

<http://goldengate.bbb.org/business>

1000 Broadway, Suite 625

(866) 411-2221

Oakland, CA 94607

(510) 844-2000

- Information on handling/resolving disputes
- Training
- Advice on offering a safe, secure online presence
- Online advertising information



See's Candies Headquarters, South San Francisco



Pigeon Point Lighthouse Hostel, Pescadero

Small Business Development Centers (SBDC)

Silicon Valley (Covers southern San Mateo County)

<http://svsbdc.org>

(408) 351-3600

San Francisco (Covers northern San Mateo County)

<http://sf.norcalbdc.org>

(415) 841-4050

- Business management
- Strategic planning
- Technology integration

San Mateo County Ordinance Codes

<http://municipalcodes.lexisnexus.com/codes/sanmateo>

CalGOLD – California Government Online

www.calgold.ca.gov

Secretary of State Business Programs Division

www.sos.ca.gov/business

Planning and Building Department

www.co.sanmateo.ca.us/planning

455 County Center, Redwood City, CA



Theatre District, Redwood City



San Mateo Credit Union, South San Francisco

San Mateo County Treasurer/Tax Collector

555 County Center, 1st Floor, Redwood City CA 94063
(650) 363-4979

- Issues business licenses for certain kinds of businesses located in San Mateo County's unincorporated area.

Community College Business Courses

Cañada College

<http://canadacollege.edu/businessmanagement>

College of San Mateo

<http://collegeofsanmateo.edu/business/courses.asp>

Skyline College

<http://www.skylinecollege.edu/business>



DEVELOP YOUR BUSINESS



Joyeria Sanchez, Menlo Park

Financial Assistance

Small Business Association Loan Programs

<http://www.sba.gov>

- Information and distribution of business loans
- Facts about bonds and government grants
- Links to industry-specific loan information

Northern California Small Business Financial Development Corp

<http://nor-calfdc.org>

300 Frank H. Ogawa Plaza, Oakland, CA 94612
(510) 463-8983

- Provides access to capital for underserved markets and economically disadvantaged entrepreneurs

Working Solutions

<http://tmcworkingsolutions.org>

440 Pacific Avenue, San Francisco, CA 94133
(415) 655-5473

- Microloans (small business loans \$5,000 to \$50,000)
- Technical assistance and one-on-one support
- Educational presentations on access to capital

Opportunity Fund

www.opportunityfund.org

111 W. St. John St, Suite 800, San Jose, CA 95113

- Microloans for small businesses
- Alternative source of capital for small business owners turned down by banks

Bay Area Development Company

www.baydevco.com

84 W. Santa Clara St, San Jose, CA 95113
(408) 494-0295

- Specializes in 504 loans with fixed, favorable interest and low down payments for small businesses

Venture Capital

www.peninsulaworks.org/Business.html

- San Mateo County Workforce Development compiles and maintains an updated list of are Venture Capital Funding Resources

Incubation Services and Product-Development Facilities

Renaissance Entrepreneurship Center

<http://www.rencenter.org>

Locations in Redwood City, East Palo Alto, and Daly City

- Assists low-moderate income people launch/grow businesses
- Small Business Training Program
- Individual consultations

The Foundry, Inc

www.thefoundry.com

199 Jefferson Dr, Menlo Park, CA 94025

(650) 326-2656

- Incubator for medical device companies
- Takes companies through their natural lifecycles, including seed, venture/corporate financing, IPO, and acquisition
- Connects entrepreneurs with investors, clinicians, and employees

The Band of Angels

www.bandangels.com

535 Middlefield Rd, Suite 190, Menlo Park, CA 94025

- Primarily focused on funding seed-stage high technology companies
- Provides mentoring opportunities for young companies.

Plug and Play Tech Center

www.plugandplaytechcenter.com

Sunnyvale Campus

440 N. Wolfe Rd, Sunnyvale, CA 94085

Redwood City Campus

370 Convention Way, Redwood City, CA 94063

Palo Alto Campus

530 University Ave, Palo Alto, CA 94301

- Business accelerator specializing in tech startups
- Access to financial and human capital, legal, business planning, and finding strategic partnerships
- Rentable, professional event space for up to 500 people
- Flexible terms on full-service space

The Angel's Forum (TAF)

www.angelsforum.com

P.O. Box 1605, Los Altos, CA 94023
(650) 857-0700

- Focus on seed and early stage life science, technology, and consumer product companies within 50 miles of their office
- Offers investments, mentoring, and advice for the natural life cycle of a company

MandelMed BioScience Laboratories

www.biosciencelaboratories.com

665 3rd St, Suite 250, San Francisco, CA 94107
(415) 495-5570

- Business incubator that offers plug and play operations for early-stage and start-up biotechnology companies
- 5000 square foot facility provides shared laboratory space, equipment, and management

TechShop

www.techshop.ws

Peninsula Location (Company Headquarters)

120 Independence Drive, Menlo Park, CA 94025
(650) 521-9027

San Francisco Location

926 Howard Street, San Francisco, CA 94103
(415) 263-9161

Silicon Valley Location

300 South 2nd Street, San Jose, CA 95113
(408) 916-4144

- Membership-based workshop facility that gives access to tools, equipment, and instruction
- Community of creative and supportive members
- Series of classes and events to assist in learning more about building products



Pape Meat, Millbrae



EXPAND YOUR TALENT BASE



CreoLa New Orleans Bistro, San Carlos

Business and Training Services

PeninsulaWorks

www.peninsulaworks.org

271 92nd St	1200 O'Brien Dr
Daly City, CA 94015	Menlo Park, CA 94025
(650) 301-8440	650-330-6429

- Recruitment and Hiring Assistance
- Job postings
- Candidate searches
- Applicant screening
- Skills assessment
- Access to well-qualified candidates
- Training Services
- On the Job Training (OJT)
 - Wage support for hiring and training new workers
- Upgraded Skills Training
 - Designed to assist small businesses in maintaining their competitiveness by upgrading the skills of their workers
- Customized Training
 - Training developed to meet the needs of in-demand sectors, growing sectors:
 - Professional Services
professionalservcssec@smcgov.org
 - Information Technology/Mobile Apps
infotechsec@smcgov.org
 - Manufacturing
manufacturingsec@smcgov.org
 - Healthcare
healthcaresec@smcgov.org
 - Financial Services
financialservssec@smcgov.org
 - Retail
retailsec@smcgov.org
 - Transportation/Utilities
transportutilitiessec@smcgov.org
 - Accommodations/Food
accommodationsfoodsec@smcgov.org
 - Biotech
sanmateobiotech@smcgov.org
 - Green
greensec@smcgov.org

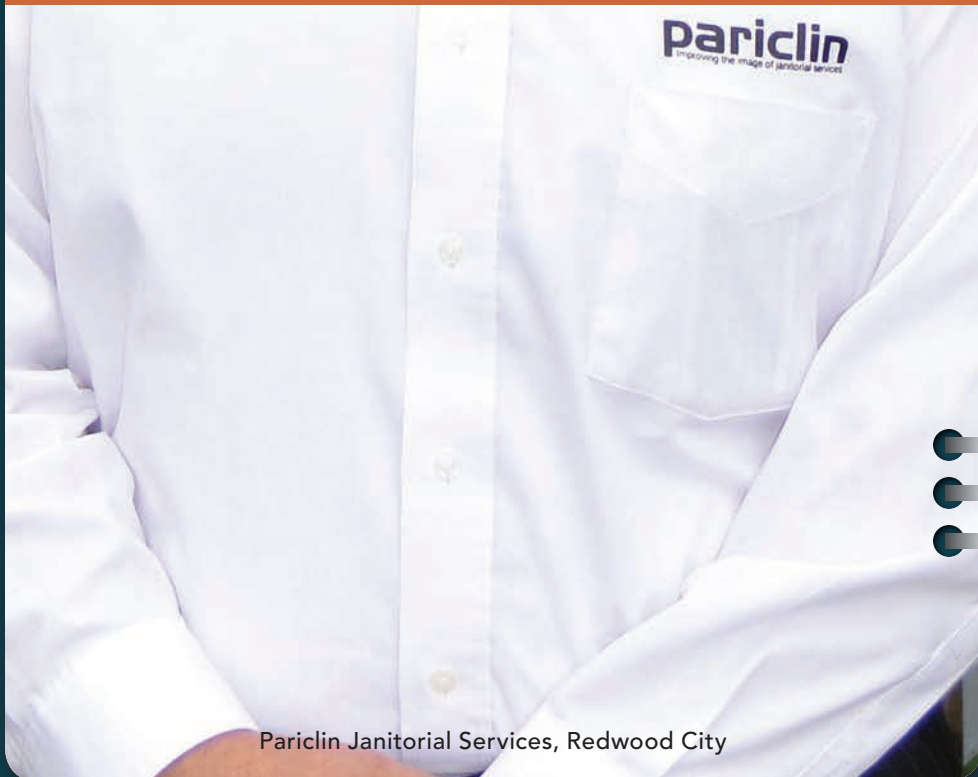
Employment Training Panel (ETP)

<http://www.etp.ca.gov>

- Financial support for customized worker training



FIND ADVICE AND SUPPORT



Pariclin Janitorial Services, Redwood City

Contacts For Advice

Chambers of Commerce

Atherton and Belmont

<http://www.belmontchamber.org>

1059A Alameda de las Pulgas, Belmont, CA 94002
(650) 595-8696

Brisbane

<http://www.brisbanechamber.com>

50 Park Place, Brisbane, CA 94005
(415) 467-7283

Burlingame

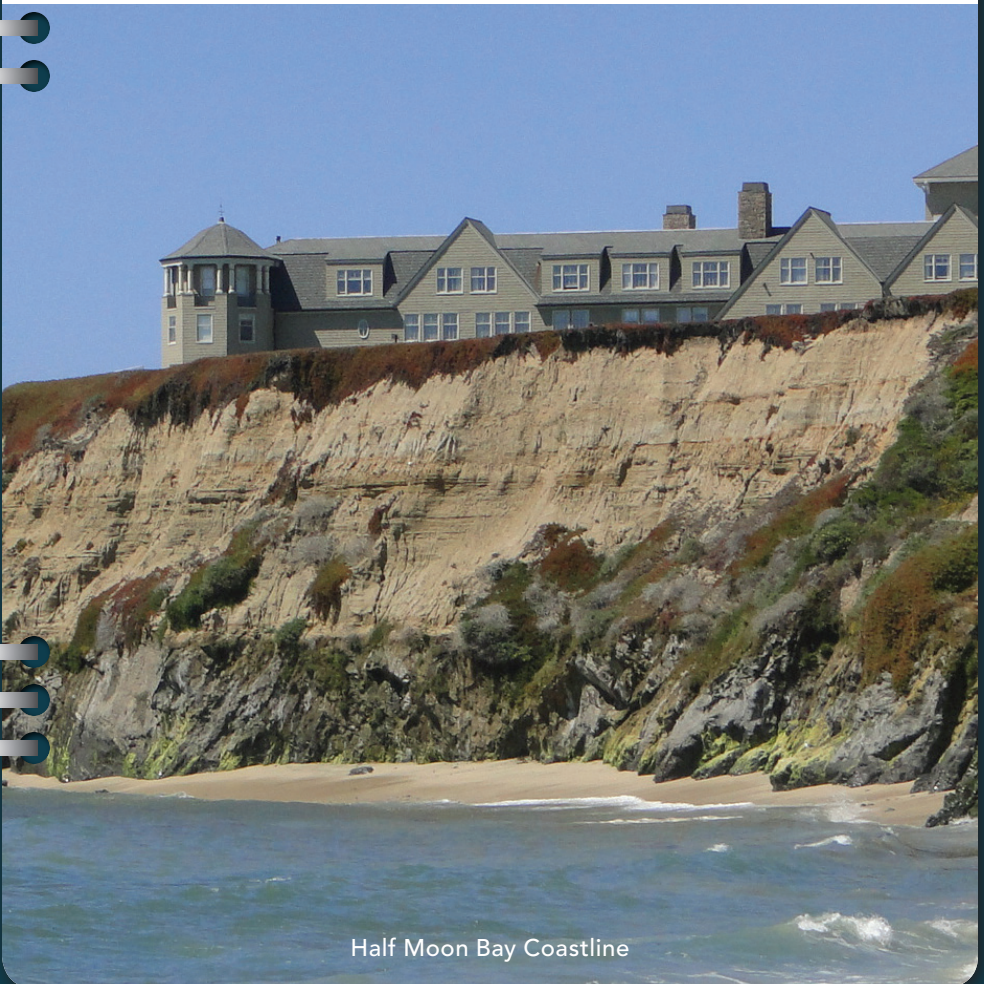
<http://www.burlingamechamber.org>

417 California Drive, Burlingame, CA 94010
(650) 344-1735

Colma and Daly City

<http://www.dalycity-colmachamber.org>

355 Gellert Boulevard, Suite 138, Daly City, CA 94015
(650) 755-3900



Half Moon Bay Coastline



Evernote, Redwood City

Foster City

<http://www.fostercitychamber.com>

1031 E. Hillsdale Blvd., Suite F, Foster City, CA 94404
(650) 573-7600

Half Moon Bay

<http://www.halfmoonbaychamber.org>

235 Main Street Half Moon Bay, CA 94019
(650) 726-8380

Hillsborough and Menlo Park

<http://www.menloparkchamber.com>

1100 Merrill Street, Menlo Park, California 94025
(650) 325-2818

Millbrae

<http://www.millbrae.com>

50 Victoria Ave, Suite 103, Millbrae, CA 94030
(650) 697-7324

Pacifica

<http://pacificachamber.com>

225 Rockaway Beach Blvd. #1, Pacifica, CA 94044
(650) 355-4122

Portola Valley and Redwood City

<http://www.redwoodcitychamber.com>

1450 Veterans Boulevard, Suite 125, Redwood City, CA 94063
(650) 364-1722

San Bruno

<http://www.sanbrunochamber.com>

618 San Mateo Avenue, San Bruno, CA 94066
(650) 588-0180

San Carlos

<https://www.sancarloschamber.org>

1500 Laurel Street, Suite B, San Carlos, CA 94070
(650) 593-1068

San Mateo

<http://www.sanmateochamber.org>

1700 South El Camino Real, Suite 108, San Mateo, CA 94402
(650) 401-2440

South San Francisco

<http://www.ssfchamber.com>

213 Linden Ave, South San Francisco, CA 94080
(650) 588-1911

Hispanic Chamber of Commerce

<http://smchcc.com>

475 El Camino Real, Suite 100A, Millbrae, CA 94030
info@smchcc.com



Spacesonic Sheet Metal, San Carlos

Government Agencies

Workforce Development San Mateo County

workforce@smcgov.org

262 Harbor Blvd, Bldg A, Belmont, CA 94002

(650) 802-5197

- Business retention and expansion
- Layoff assistance
- Up-to-date business data
- Tax credit information

San Mateo County Economic Development Association (SAMCEDA)

<http://samceda.org>

1301 Shoreway Road, Suite 150, Belmont, CA 94002

(650) 413-5600

- Member of the Bay Area Business Coalition.
- Access to valuable information regarding policy initiatives on multiple topics that directly impact how business is done.
- Up-to-date economic research for San Mateo County, the greater Bay Area and the State of California.
- Direct communication through SAMCEDA 2012

Equal Employment Opportunity

<http://www.eeoc.gov>

- Links to a variety of EEO issues and training opportunities

EEO Small Business Liaison

San Jose

(408) 291-4236

San Francisco

(415) 625-5670

U.S. Department of Labor

www.dol.gov

San Francisco Regional Office

90 7th Street, Suite 18-300, San Francisco, CA 94103-6719

(415) 625-7720

- Compliance Assistance
- Health plan information
- Funding opportunities
- Wage and work hours advice

Americans with Disabilities Act (ADA)

www.ada.gov

(800) 514-0301 (voice)

(800) 514-0383 (TTY)

- ADA business regulations/enforcement
- Information/publications on making business ADA-compliant
- Tax credit/deduction information

Internal Revenue Service

www.irs.gov

450 Golden Gate Ave, 1st Floor, San Francisco, CA 94102
(415) 553-8990

Franchise Tax Board

www.ftb.ca.gov

121 Spear St, Suite 400, San Francisco, CA 94105

- Check estimated tax payments
- Create entity status letter
- Information on business e-file

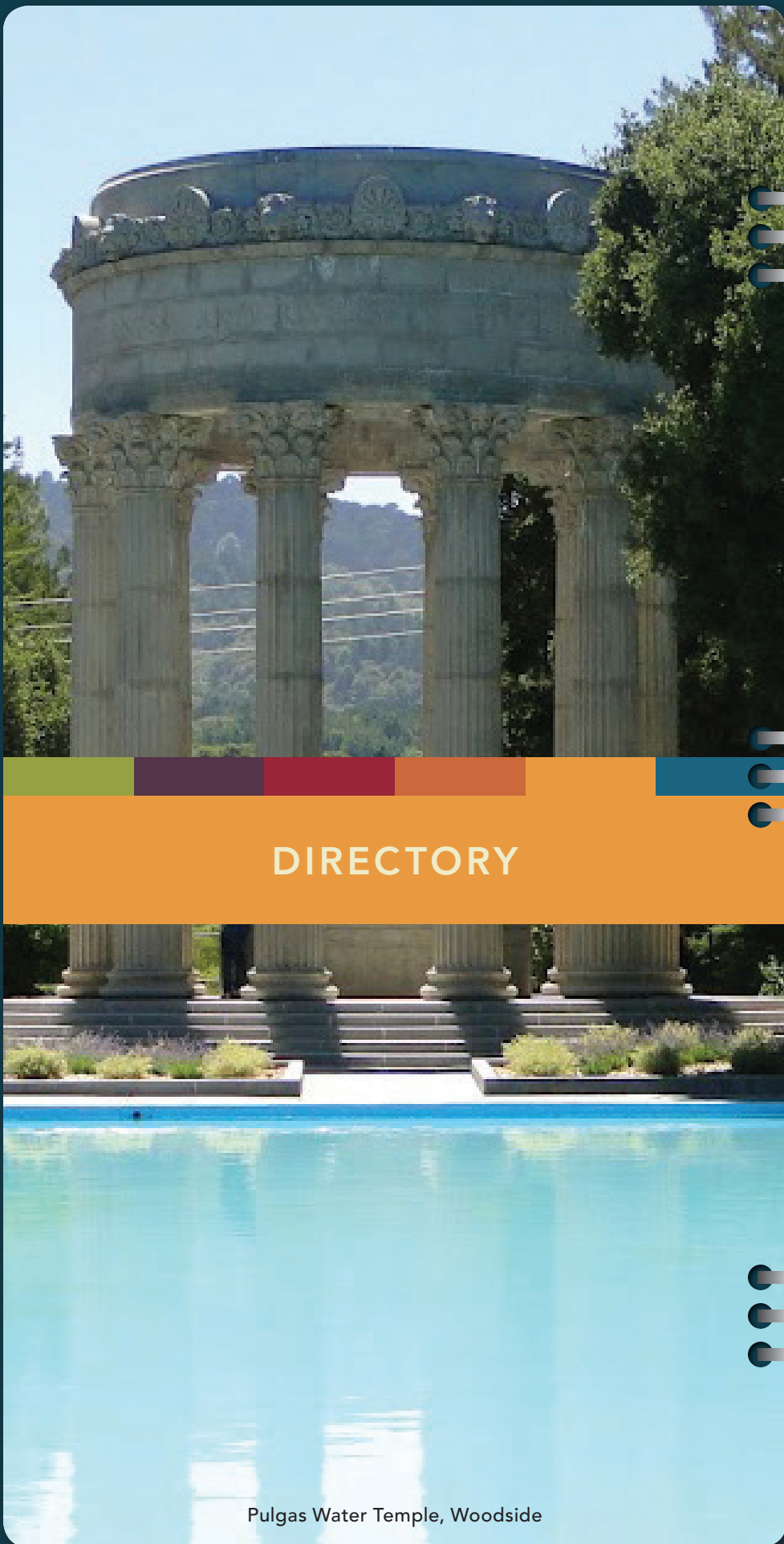
Employment Development Department

<http://www.edd.ca.gov>

- Job postings
- Recruitment and hiring assistance
- Tax credit information
- Access to well-qualified candidates
- Training coordination with PeninsulaWorks



San Mateo Bridge



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Pulgas Water Temple, Woodside

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**WORKFORCE
DEVELOPMENT**



SAN MATEO COUNTY

For more information about this guide, please contact

Workforce Development San Mateo County
262 Harbor Blvd, Bldg A, Belmont, CA 94002
(650) 802-5197

workforce@smcgov.org

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