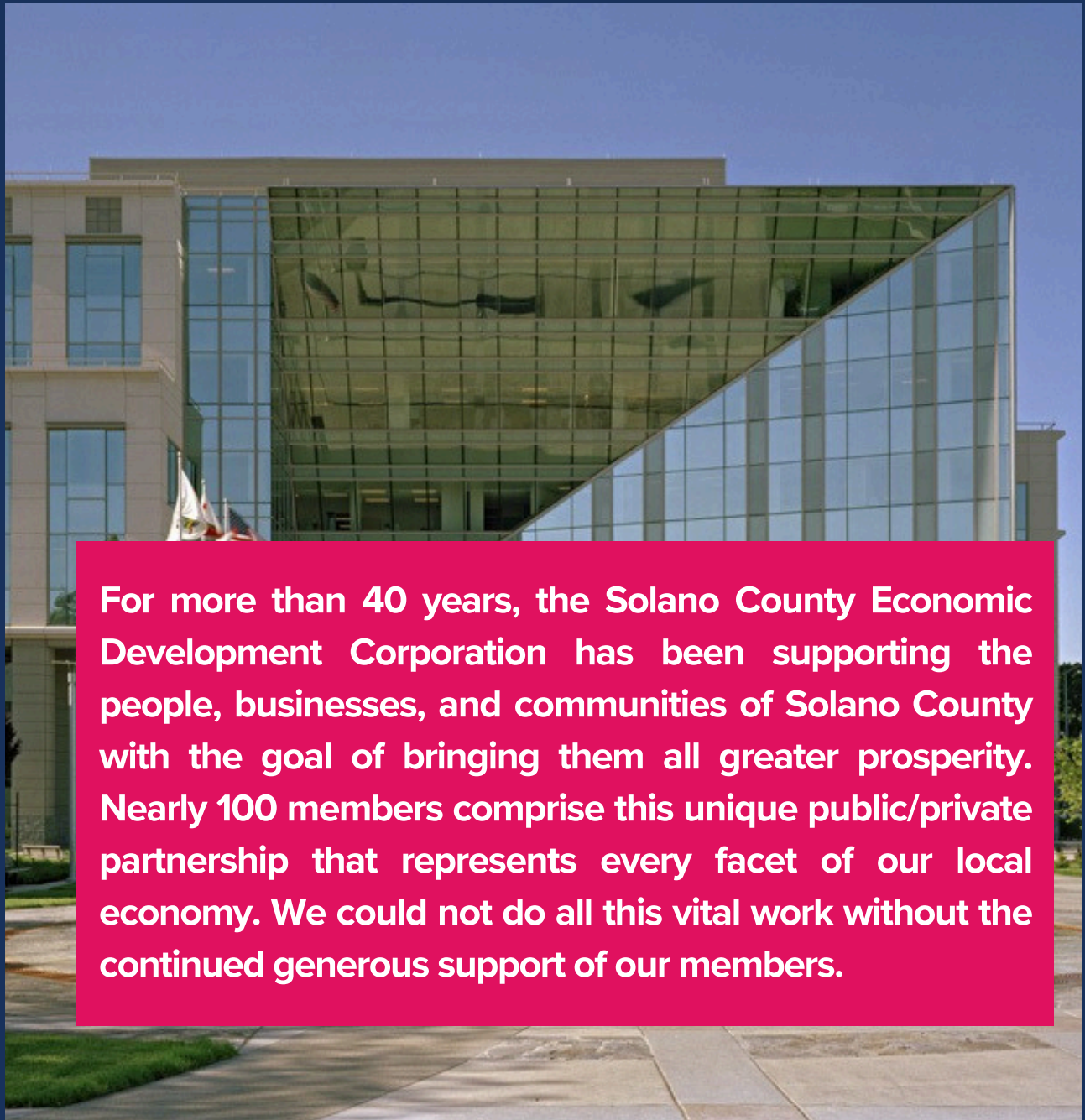


SOLANO EDC UPDATE 2025



For more than 40 years, the Solano County Economic Development Corporation has been supporting the people, businesses, and communities of Solano County with the goal of bringing them all greater prosperity. Nearly 100 members comprise this unique public/private partnership that represents every facet of our local economy. We could not do all this vital work without the continued generous support of our members.

SOLANO EDC PILLARS



* BUSINESS ATTRACTION

- **Priority Production Area Project:** Focused on the development to lay the foundation for the attraction of large employers to provide high wage jobs.
 - Partners: MTC/ABAG, STA, Solano County, Benicia, Dixon, Fairfield, Rio Vista, Suisun City, Vacaville, Vallejo, K-14 Education
- **Priority Development Area Project:** Focused on the creation of transit-oriented workforce housing around the Fairfield/Suisun train station with the goal of bringing greater vitality to the adjacent downtowns while providing vital workforce housing that allows employers to attract and retain young talent.
 - Partners: MTC/ABAG, STA, Fairfield, Suisun City
- **SOLANOADU.ORG:** Our ADU work is focused on bringing much needed workforce, student, Airman, and Senior housing to Solano County. Large employers' number one concern is the lack of housing that allows them to attract and retain young talent. It's also of great concern to Travis Airforce Base.
 - Partners: Kaiser Foundation, STA, Solano Planning Collaborative.



SOLANO EDC PILLARS



* BUSINESS RETENTION AND EXPANSION

- **Business Retention and Expansion (BRE) Program:** This is housed at the EDC and staffed by a BRE specialist who works in partnership with the Economic Development Staffs across the County.
 - Partners: CMTA (California Manufacturing and Trade Association), Benicia, Dixon, Fairfield, Rio Vista, Suisun City, Vacaville, Vallejo, Solano County, K-14 Education, SBDC, Workforce Development Board.
- **TCC – Housed at the EDC:** The Travis Community Consortium (TCC), run by Sandy Person is a coalition of civic and business leaders dedicated to supporting the mission and sustainability of Travis Air Force Base (AFB). The TCC advocates for policies and initiatives that protect the base's operations and enhance its economic impact on the region. At 3.7 Billion Dollars, Travis AFB is the largest driver of our regional economy.
- **BAYREN (Bay Area Regional Energy Network):** The Bay Area Regional Energy Network (BayREN) is a coalition of the Bay Area's nine counties — a network of local governments partnering to promote resource efficiency at the regional level, focusing on energy, water and greenhouse gas reduction. J. Paul Harrington and his team run a suite of energy efficiency programs that bring hundreds of thousands of dollars in savings to the businesses and residents of Solano County.
 - **Partners:** Public Utilities Commission, Solano County office of Sustainability, Nine Bay Area Counties.
- **MCE PROGRAM:** Solano EDC's contract with MCE involves conducting outreach and education in Solano County to boost awareness and visibility of MCE programs through digital, print, and in-person efforts.
- **Solano Biz-Grow Revolving Loan Program:** This unique public private partnership supplies subprime capital to the businesses of Solano County.
 - Solano County, First Northern Bank, Travis Credit Union, Valley Strong Credit Union and the SBDC.

SOLANO EDC PILLARS



* PUBLIC GOOD

- Educate, build awareness and build connections
 - Creates opportunities for future collaborations to support economic development
 - **Solano EDC Breakfasts**
 - **Solano EDC Speaker Series**
 - Partners: Kaiser Permanente
 - **Solano EDC Monthly Newsletter**
 - Connect rural cities, businesses (farmers), and communities with resources that support economic development
 - **Rural Communities Economic Development Forum**
 - Partners: First Northern Bank, Solano County Farm Bureau
- Through its contract with STA, Solano EDC assists with marketing, outreach, and employer engagement efforts to expand participation in STA's commuter programs, with a focus on promoting the online commuter platform. The initiative aims to encourage greater use of alternative and multi-modal transportation options to reduce traffic congestion and improve air quality in Solano County.
- Bring more resources to Solano County non-profits, so more tax dollars can be invested in economic development
 - **Non-Profit Capacity Building Summit**
 - Partners: Solano County, Touro University, Travis Credit Union, Syar Family Foundation, Wells Fargo Foundation, Sutter Foundation, Kaiser Foundation.



* BUSINESS ATTRACTION

We work to attract high-wage employers by advancing major development projects like:

- **Priority Production Area (PPA)** for large-scale employers
- **Priority Development Area (PDA)** for transit-oriented workforce housing
- **SolanoADU.org**, a regional resource for expanding local housing options for workforce, students, and seniors.

Key Partners: MTC/ABAG, STA, Solano cities, Kaiser Foundation, Solano Planning Collaborative

* BUSINESS RETENTION AND EXPANSION

We support local businesses through:

- **BRE Program:** Direct outreach to retain and grow existing businesses
- **TCC:** Advocacy for Travis AFB, Solano's largest economic driver (\$3.7B impact)
- **BayREN & MCE:** Energy efficiency and clean energy outreach
- **Solano Biz-Grow:** Public-private loan fund supporting small businesses

Key Partners: CMTA, Cities & County, SBDC, Credit Unions, Solano Sustainability Office

* PUBLIC GOOD

We convene stakeholders to support inclusive economic development through:

- **Events & Forums:** Monthly newsletters, Speaker Series, EDC Breakfasts
- **Rural Economic Development Forum:** Resources for ag-based communities
- **Commuter Program Outreach:** In partnership with STA
- **Nonprofit Capacity Building Summit:** Strengthening local nonprofits

Key Partners: Kaiser Permanente, STA, Solano County, Touro University, Workforce Board, Chambers of Commerce



SOLANO BIZ-GROW REVOLVING LOAN PROGRAM



One of the important ways that we support our businesses is through Solano Biz-Grow, our county funded Revolving Loan Program. In partnership with the SBDC, Solano County, our local Chambers, and three of our local financial institutions, we have loaned out several million dollars to every type of small business across the county. These are our great job creators and we're proud to help them grow and thrive.

* PROGRAM OVERVIEW

Solano EDC signed a contract with Solano County in July of 2023 to develop and implement the Solano Biz-Grow Revolving Loan Program. Funding was \$4 million in federal ARPA funding. The federal funding category is Revenue Recovery which provides for greater flexibility in the development and operation of loan programs aimed at addressing the negative impacts from the pandemic on small businesses and non-profits.

* LOAN PROGRAM HIGHLIGHTS

Responses to the RFPs were review and ranked by a committee that included the Small Business Development Center (SBDC), city and County representatives, staff from the Solano EDC with finance experience and a retired CEO of several community banks. Based upon the reviews, it was recommended that the Solano EDC work with three (3) of the respondents, First Northern Bank, Travis Credit Union and Valley Strong Credit Union.

* ELIGIBILITY REQUIREMENTS

A program manual was developed that included required guidelines (such as the borrowing small business or non-profit had to be operating as of December 31, 2021). The manual also included eligibility requirements, processes, flow of funds and other key information. A copy of the manual is attached. Loan program was initiated in February 2024.

* KEY ASPECTS OF SOLANO BIZ-GROW:

- Loan amounts of \$25,000 to \$125,000
- 5-year term with no prepayment penalty
- Interest rate fixed at 6%
- Minimum credit score of 630
- Loan application fee of \$250, paid by borrower if loan is funded, and rebated to borrower if assessment and counseling by SBDC is completed
- Must certify impact from pandemic



SOLANO BIZ-GROW REVOLVING LOAN PROGRAM



* USES OF LOAN FUNDS

Loan funds can be used for working capital to cover operational expenses (salaries, rent, etc.), equipment, debt consolidation, outdoor seating, HVAC systems, building rehabilitation, storefront improvements, facade improvements and related uses.

* RESULTS TO DATE

- To date (October 1, 2024), the Solano EDC has received 114 inquiries for loans from small businesses and non-profits.
- The SBDC has provided assessments or scheduled assessments for 98 small businesses and non-profits.
- 19 applications were not completed by borrower, not eligible (started after 12/31/21) or withdrew (received a grant).
- 31 applications have been funded or are pending totaling approximately \$2.4 million. Another 21 applications are in the process.
- 19 borrowers were either denied or recommended not to proceed. Factors included lack of cash flow to service the debt, bankruptcy, credit score below the minimum level and delinquent debt. These borrowers were referred to the SBDC. The SBDC provides programs to improve credit scores.
- The remainder of borrowers did not follow up with the SBDC or lender and/or did not have required information (For example, 2023 tax returns).

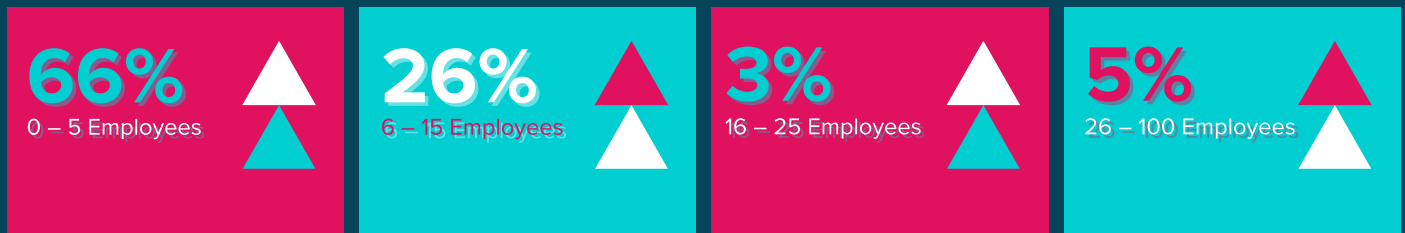


SOLANO BIZ-GROW REVOLVING LOAN PROGRAM



* **AVERAGE LOAN SIZE: \$71,044**

* **BUSINESS SIZE**



* **RACE/ETHNICITY**



* **LOANS FUNDED IN ALL SEVEN CITIES AND IN UNINCORPORATED SOLANO COUNTY TYPE OF**

* **BUSINESSES FUNDED:**

- o Child Care Service
- o Businesses Therapy
- o Marketing Firms
- o Trucking/Repairs
- o Wholesale Trade
- o Agriculture Retail
- o Stores Medical/Health
- o Care Home Health
- o Care Fitness Non-Profits
- o Restaurants/Food Delivery
- o Waste Management
- o Electrical Engineering
- o Physical Therapy
- o Boat Repairs

SPEAKER SERIES

SPONSORED BY:



KAISER
PERMANENTE®



Now in its fourth year, our Kaiser-sponsored digital speaker series continues to connect and educate our ecosystem with vital information that helps shape informed policy decisions impacting the people, communities, and businesses of Solano County. This year, we are proud to partner with the Solano Transportation Authority to further expand our reach and strengthen the dialogue around regional growth and collaboration.

Click Photos to View Speaker Series

* OCTOBER 31ST – HOUSING IN SOLANO – DEVELOPER PERSPECTIVES:

SPEAKERS:

Michelle Boyd – Chief Strategy Officer: Turner Labs

Jonathan Fearn – Sr. Vice President, Development: Signature Development Group

Keith Rogal – Owner: Rogal Associates

Nicolas Ruhl – Regional Director: AG Spanos Corporation



* NOVEMBER 13TH – FAITH-BASED HOUSING: INNOVATIVE SOLUTIONS FOR COMMUNITY GROWTH IN SOLANO

SPEAKERS:

Landis Graden – DCG Strategies

Bishop Johnathan D. Logan, Sr. – Pastor: Cornerstone Missionary Baptist Church

Reverend Dr. G. Penny Nixon – Senior Pastor: Congregational Church of San Mateo

Andre J. White – Principal: Mitchelville Real Estate Group



SOLANO EDC

MONTHLY UPDATES

Our Monthly Updates bring you all of the local economic development information you need. Full of insights, policy updates, member spotlights, resources, and tools, this newsletter has become a trusted resource in our community.

* EXCLUSIVE INSIGHTS

Through its monthly newsletters, Solano EDC has provided members with exclusive insights into Solano County's business landscape. These updates keep members informed on economic trends, industry developments, and emerging growth opportunities, giving them a competitive edge. By sharing essential information on funding allocations, infrastructure projects, and other regional changes, Solano EDC ensures that members receive timely updates relevant to their business goals.

* MEMBER SPOTLIGHTS

Solano EDC has highlighted its members' achievements and contributions through regular Member Spotlights. These features have allowed members to share success stories, celebrate recent milestones, and receive recognition within Solano County's business community. By showcasing these accomplishments, Solano EDC strengthens member connections and demonstrates its commitment to supporting local business growth and innovation.

* UPCOMING EVENTS

Solano EDC offers members exclusive early access to events, workshops, and the Speaker Series, designed to foster networking and learning. In addition to Solano EDC's own events, members also receive invitations to key events across each city in Solano County, allowing them to connect with industry leaders, local experts, and community stakeholders. This array of events provides valuable opportunities to engage with peers and gain insights tailored to Solano County's evolving economic landscape.

SOLANO EDC NEWS

Suisun Valley Named #1 Wine Region in the U.S.

From Hidden Gem to #1 Cheers to Suisun Valley!

Suisun Valley has been crowned the #1 Wine Region in the U.S. by USA Today's 10Best Readers' Choice Awards. This national honor celebrates the valley's passion, craftsmanship, and community spirit, showcasing its transformation from a hidden gem to a nationally recognized destination for wine lovers.

[CLICK HERE TO READ THE FULL ARTICLE](#)

SOLANO EDC NEWS - SOLANO BIZ-GROW

Solano Biz-Grow Revolving Loan Fund Success Story Spotlight: PROVISIONS - VALLEJO, CA

We're proud to highlight an inspiring local success story! In this special feature, our President & CEO Chris Rico, sits down with Nicole Hodge, the passionate owner of Provisions in Downtown Vallejo. Nicole shares how support from the Solano Biz-Grow Revolving Loan Fund allowed her to invest in her dedicated team, expand operations, and strengthen her business after the challenges of the pandemic.

Thanks to this vital funding opportunity, Nicole continues to create a welcoming and vibrant space in the heart of Vallejo—proving that small businesses truly are the backbone of our communities.

[SHARE ON FACEBOOK](#) [SHARE ON LINKEDIN](#)

SOLANO EDC NEWS - EVENTS

AUGUST EVENTS SOLANO COUNTY

Click on city logos for more information

- BENICIA
- DIXON
- FAIRFIELD
- RIO VISTA
- SUISUN CITY
- VACAVILLE
- VALLEJO

SOLANO EDC

MONTHLY UPDATES

* POLICY UPDATES

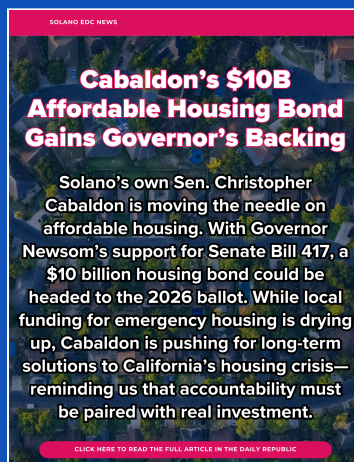
Through its newsletter, Solano EDC has kept members informed of critical policy and zoning updates that impact local businesses. Covering regulatory changes, including ADU policies and zoning adjustments, these updates have helped members stay compliant and proactive. Solano EDC provides clarity and timely insights, empowering members to make informed business decisions aligned with Solano County's evolving regulations.



Supervisors award \$2.17 million in Community Investment grants

Solano County supervisors approved \$2.17 million in Community Investment grants supporting mental health, homelessness, youth, and housing. Six organizations received one-time grants, with additional funding directed toward legacy programs and deep programming efforts, including Touro University and homelessness prevention. The funds aim to expand impactful local services across the county.

[CLICK HERE TO READ THE FULL ARTICLE IN THE DAILY REPUBLIC](#)



Cabaldon's \$10B Affordable Housing Bond Gains Governor's Backing

Solano's own Sen. Christopher Cabaldon is moving the needle on affordable housing. With Governor Newsom's support for Senate Bill 417, a \$10 billion housing bond could be headed to the 2026 ballot. While local funding for emergency housing is drying up, Cabaldon is pushing for long-term solutions to California's housing crisis—reminding us that accountability must be paired with real investment.

[CLICK HERE TO READ THE FULL ARTICLE IN THE DAILY REPUBLIC](#)



Solano Transportation Authority Awards \$24.9M Contract for Major Vallejo Interchange Project

The Solano Transportation Authority (STA) has awarded a \$24.9 million contract to Ghilotti Construction Company, Inc. for the State Route 37/Fairgrounds Drive Interchange Improvement Project. This first-in-the-Bay Area Diverging Diamond Interchange will enhance traffic flow, safety, and transit access while supporting economic growth and revitalization efforts in Vallejo. Construction begins this month, with completion expected by mid-2026.

[CLICK HERE TO READ THE FULL ARTICLE IN THE TIMES-HERALD](#)



Vacaville Launches \$20 Million Sustainable Energy Project

Construction began on Vacaville's \$20 million Sustainable Energy Project, a major solar initiative in partnership with ENGIE U.S. The project includes solar installations at eight city facilities and is expected to deliver \$24 million in savings over 25 years. It also includes workforce training, tree planting, and community enhancements.

[CLICK HERE TO READ THE FULL ARTICLE IN THE REPORTER](#)



Vallejo Projects Secure \$3.5 Million in Air Quality Grants

Three Vallejo-based initiatives will receive \$3.5 million from the Bay Area Air District's James Cary Smith Community Grant Program. The funded projects aim to enhance air quality and public health in communities disproportionately impacted by pollution, supporting local leadership and community-driven environmental solutions over the next three years.

[CLICK HERE TO READ THE FULL ARTICLE IN THE DAILY REPUBLIC](#)



High-Tech Expansion: Sigray Inc. Brings 100 Jobs to Benicia

Sigray Inc., a leader in X-ray microscope technology, has relocated its 100-employee research and production facility from Concord to a 64,000-square-foot facility in Benicia, strengthening the city's role in advanced manufacturing and green technology. With plans for future job growth and sustainability efforts, this move is a major economic boost for Benicia.

[CLICK HERE TO READ THE FULL ARTICLE IN THE NORTHBAY BUSINESS JOURNAL](#)

* RESOURCES & TOOLS

Solano EDC's newsletters have regularly provided members with access to valuable resources, such as the Revolving Loan Fund and ADU planning tools. These resources enable members to secure funding, expand operations, and effectively manage property assets. By offering consistent access to these tools, Solano EDC supports members' strategic goals and reinforces its commitment to fostering economic growth in Solano County.

SOLANO ACCESSORY DWELLING UNIT (ADU) PROGRAM

Solano ADU

A diverse and affordable housing stock is a vital part of a thriving community. Local employers consistently tell us that housing young talent is one of their greatest concerns, most importantly Travis Air Force Base, the biggest driver of our regional economy. With support from the Kaiser Foundation, we're working with our local communities to increase the supply of this important housing type.

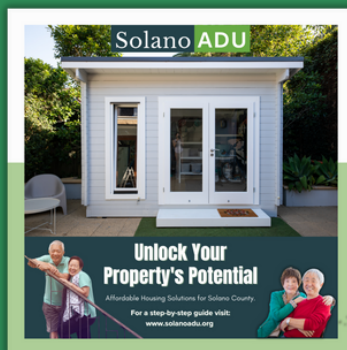
* STEP-BY-STEP GUIDE FOR ADU DEVELOPMENT

Solano EDC developed the Solano ADU website to serve as a one-stop resource for individuals interested in Accessory Dwelling Units (ADUs) within Solano County. This website provides step-by-step guides that simplify the ADU development process, making it accessible for everyone from homeowners to potential investors. Whether users want to add value to their property, create housing for family, or invest in rental income, Solano ADU offers easy-to-follow instructions to navigate planning, zoning, permitting, and construction.

* KEY FEATURES:

- **Comprehensive Development Guides:** Clear, structured steps that walk users through each phase of the ADU process, from initial planning to completion.
- **Local Regulations and Requirements:** Up-to-date information on zoning laws and building codes specific to Solano County, helping users understand and meet local compliance.
- **Financial Insights:** Information on potential financing options, tax implications, and how ADUs can increase property value.
- **Customized for Different Needs:** Resources tailored for various demographics, including seniors looking to downsize and families wanting to create multi-generational living spaces.
- **Community-Centered Support:** Designed with the Solano County community in mind, this site empowers residents to make informed decisions about ADU investments.

Click Photos for More Information



SOLANO EDC

EVENTS & FORUMS

Solano EDC hosts events that bring together business, government, and community leaders to explore the region's most pressing economic challenges and emerging opportunities. From our marquee Annual Meeting Breakfast to focused forums like the Rural Communities Economic Development Forum, these gatherings provide meaningful insight, access to influential voices, and opportunities for collaboration across sectors. Our commitment to elevating content, expanding partnerships, and driving regional conversation remains central to our mission of building a thriving Solano County.

* SOLANO EDC ANNUAL MEETING BREAKFAST

The Annual Meeting Breakfast remains one of Solano County's most anticipated gatherings for civic, business, and regional leaders. This year's program brings together two prominent voices shaping California's policy and economic future: California State Senator Christopher Cabaldon and Dr. Olaf J. Groth, global strategy expert and professor at UC Berkeley Haas School of Business. Attendees will gain forward-looking insight into the forces shaping our economic outlook—from local policy to global innovation.

Sponsors: *Kaiser Permanente, Medic Ambulance, Valley Strong Credit Union*



* JUNE BREAKFAST: TARIFFS, HEADWINDS, AND OPPORTUNITIES

This timely economic update featured a thought-provoking conversation on international trade, inflation, and the macroeconomic forces influencing local development. Guest speakers Jeff Bellisario (Bay Area Council Economic Institute), Dr. Rob Eyler (Sonoma State University), Michael Likosky (Results), and Chris Rico (Solano EDC) explored where headwinds exist and what opportunities lie ahead for Solano County. The program concluded with an engaging Q&A, fostering cross-sector dialogue.

Sponsors: *Travis Credit Union, Recology, Pacific Gas and Electric Company*



SOLANO EDC

EVENTS & FORUMS

* OCTOBER BREAKFAST: MANUFACTURING IN SOLANO COUNTY

This forum connected rural stakeholders with regional, state, and federal resources to address the economic needs of Solano County's rural communities. Speakers from the CA Department of Housing and Community Development, U.S. Economic Development Administration, and Small Business Development Center highlighted strategies to support resilience and growth. An open forum followed, allowing for direct audience engagement and collaborative discussion.

Sponsor: *First Northern Bank*



* RURAL COMMUNITIES ECONOMIC DEVELOPMENT FORUM

This forum connected rural stakeholders with regional, state, and federal resources to address the economic needs of Solano County's rural communities. Speakers from the CA Department of Housing and Community Development, U.S. Economic Development Administration, and Small Business Development Center highlighted strategies to support resilience and growth. An open forum followed, allowing for direct audience engagement and collaborative discussion.

Sponsor: *First Northern Bank*



SOLANO EDC

EVENTS & FORUMS

* DIRECT ACCESS TO KEY DISCUSSIONS AND DECISIONS

Both events provide members with insights into critical topics affecting Solano County, from rural development challenges to the potential impacts of the California Forever plan.

* NETWORKING WITH INFLUENTIAL LEADERS AND PEERS

Both events bring together stakeholders, policymakers, and experts, giving members unique opportunities to expand their professional networks within the county and beyond.



* INSIGHT INTO REGIONAL GROWTH AND CHALLENGES

Attendees gain comprehensive perspectives on the diverse aspects of Solano County's growth, whether it's addressing rural economic needs or understanding large-scale urban development proposals.

* ROLE IN SHAPING COMMUNITY OUTCOMES

By participating in both events, members are actively involved in community-driven discussions and can contribute to the direction of Solano County's development.

SOLANO EDC

INVESTOR LEVELS & BENEFITS



* THE LEGACY CIRCLE – \$25,000+

- Investors receive the highest level of recognition for demonstrating superior commitment to the community, including a seat on the Executive Committee and Board of Directors
- Title sponsor of key events
- Complimentary tickets for eight to key events
- Premier recognition on website, social media and in other publications; website link to your business
- Recognition at all events hosted by Solano EDC

* CHAIR'S CIRCLE – \$15,000

- A seat on Executive Committee and Board of Directors
- Sponsor of key events
- Complimentary tickets for two to key events
- Recognition on website and in newsletters; website link to your business

* EXECUTIVE STAKEHOLDER – \$10,000

- A seat on Executive Committee and Board of Directors
- Sponsor of key events
- Complimentary tickets for two to key events
- Recognition on website and in newsletters; website link to your business

* CORPORATE INVESTOR – \$7,500

- Eligibility for seat on the Board of Directors
- Recognition at Solano EDC key events
- Complimentary tickets for two to key events
- Recognition on website with link to your business

* PREMIER INVESTOR – \$3,000

- Eligibility for election to Board of Directors
- Complimentary admission for two to key events
- Recognition on website with link to your business

* INVESTOR – \$1,500

- Access to events promoting Solano County promoted or presented by Solano EDC

* NON-PROFIT – \$1,000

- Access to events promoting Solano County promoted or presented by Solano EDC

For more information about our events, programs, or partnership opportunities, please contact us at Chris@SolanoEDC.org or call [707-864-1855](tel:707-864-1855).