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California Competes Tax Credit Program

Committee Meeting

Thursday, June 15, 2017
10:30 a.m.

Department of Food and Agriculture
Auditorium
1220 N Street
Sacramento, CA 95814

And (via teleconference)
Fontana City Hall
Executive Conference Room
8353 Sierra Avenue
Fontana, CA 92335

MEMBERS:

Panorea Avdis, *Chair
Director
Governor's Office of Business
and Economic Development*

John Chiang
State Treasurer

Michael Cohen, *Director
Department of Finance*

Denise Zapata, *Appointee of
the Senate Committee on Rules*

Madeline Janis, *Appointee of
the Speaker of the Assembly*

AGENDA

OPEN SESSION

- A. Call to Order and Roll Call**
- B. Approval of Minutes from April 13, 2017, Committee Meeting**
- C. Deputy Director's Report**
 - **Agenda Overview – Agreements with 87 Businesses, Total Tax Credits \$62,825,621**
- D. Discussion and Approval of California Competes Tax Credit Agreements with Businesses other than Small Businesses**

Total Recommended Tax Credits:	\$49,316,781
Total Recommended Tax Credits after Adjusting for S-Corporation Law¹:	\$52,100,708

¹ One-third of the California Competes Tax Credit may be utilized by an S-Corporation to offset the tax on net income at the S-Corporation level (R&TC §23803(a)(1)). The remaining two-thirds is disregarded and may not be used as a carryover for the S-Corporation (R&TC §23803(a)(2)(A)). However, the full amount of the California Competes Tax Credit is also passed through to the S-Corporation's shareholders (R&TC §23803(a)(2)(F)).



1. Boehringer Ingelheim Fremont, Inc.
Industry: Research and Development in Biotechnology
Primary Location(s): Fremont
Net Increase of Full-Time Employees: 258
Investments: \$122,000,000
Amount of Tax Credit: \$7,500,000
Link to Tax Credit Agreement: <http://bit.ly/boehringeringelheimfremont>

2. LuLaRoe LLC
Industry: Clothing Manufacturing and Wholesaler
Primary Location(s): Corona, Fontana, and Lakewood
Net Increase of Full-Time Employees: 1,362
Investments: \$120,000,000
Amount of Tax Credit: \$6,400,000
Link to Tax Credit Agreement: <http://bit.ly/lularoellc>

3. Green Chef Corporation
Industry: Natural, Organic, and Specialty Food Distribution
Primary Location(s): Fresno
Net Increase of Full-Time Employees: 337
Investments: \$17,245,316
Amount of Tax Credit: \$2,500,000
Link to Tax Credit Agreement: <http://bit.ly/greenschefcorp>

4. Medidata Solutions, Inc.
Industry: Research and Development in Biotechnology
Primary Location(s): San Francisco
Net Increase of Full-Time Employees: 129
Investments: \$5,882,500
Amount of Tax Credit: \$2,000,000
Link to Tax Credit Agreement: <http://bit.ly/medidatasolutions>

5. Pharmavite LLC
Industry: Medicinal and Botanical Manufacturing
Primary Location(s): West Hills and Calabasas
Net Increase of Full-Time Employees: 80
Investments: \$20,000,000
Amount of Tax Credit: \$2,000,000
Link to Tax Credit Agreement: <http://bit.ly/pharmavite>



6. Prolacta Bioscience, Inc.
Industry: Biological Product Manufacturing
Primary Location(s): Duarte, City of Industry, and Unknown
Net Increase of Full-Time Employees: 266
Investments: \$20,100,000
Amount of Tax Credit: \$2,000,000
Link to Tax Credit Agreement: <http://bit.ly/prolactabioscience>

7. Schlosser Forge Company
Industry: Aircraft Parts Manufacturing
Primary Location(s): Rancho Cucamonga
Net Increase of Full-Time Employees: 86
Investments: \$51,485,000
Amount of Tax Credit: \$2,000,000
Link to Tax Credit Agreement: <http://bit.ly/schlosserforge>

8. Acco Engineered Systems, Inc.
Industry: Plumbing, Heating and, Air-Conditioning Contractors
Primary Location(s): Glendale
Net Increase of Full-Time Employees: 257
Investments: \$43,300,000
Amount of Tax Credit: \$1,650,000
Link to Tax Credit Agreement: <http://bit.ly/accoengineeredsystems>

9. 23 Bottles of Beer LLC
Industry: Craft Brewing
Primary Location(s): Windsor
Net Increase of Full-Time Employees: 70
Investments: \$44,645,303
Amount of Tax Credit: \$1,500,000
Link to Tax Credit Agreement: <http://bit.ly/23bottlesofbeer>

10. Clark Pacific
Industry: Precast Concrete Products Manufacturing
Primary Location(s): Stanford, Woodland, and Adelanto
Net Increase of Full-Time Employees: 319
Investments: \$12,168,000
Amount of Tax Credit: \$1,500,000
Link to Tax Credit Agreement: <http://bit.ly/clarkpacific>



- 11. Hyve Solutions Corporation
Industry: Computer Server Manufacturing
Primary Location(s): Fremont
Net Increase of Full-Time Employees: 157
Investments: \$11,500,000
Amount of Tax Credit: \$1,500,000
Link to Tax Credit Agreement: <http://bit.ly/hyvesolutions>

- 12. GAC R&D Center Silicon Valley, Inc.
Industry: Autonomous Vehicle Research and Development
Primary Location(s): San Jose
Net Increase of Full-Time Employees: 50
Investments: \$20,500,000
Amount of Tax Credit: \$1,200,000
Link to Tax Credit Agreement: <http://bit.ly/gacranddcenter>

- 13. Polypeptide Laboratories, Inc.
Industry: Medicinal and Botanical Manufacturing
Primary Location(s): Torrance and San Diego
Net Increase of Full-Time Employees: 48
Investments: \$20,000,000
Amount of Tax Credit: \$1,100,000
Link to Tax Credit Agreement: <http://bit.ly/polypeptidelaboratories>

- 14. Flexport, Inc.
Industry: Software Publishing
Primary Location(s): Santa Monica, Carson, and San Francisco
Net Increase of Full-Time Employees: 486
Investments: \$2,235,000
Amount of Tax Credit: \$1,000,000
Link to Tax Credit Agreement: <http://bit.ly/flexportinc>

- 15. Orange Boxer Operations LLC
Industry: Corrugated and Solid Fiber Box Manufacturing
Primary Location(s): Ontario
Net Increase of Full-Time Employees: 82
Investments: \$4,513,749
Amount of Tax Credit: \$1,000,000
Link to Tax Credit Agreement: <http://bit.ly/orangeboxer>



16. ZipRecruiter, Inc.
Industry: Online Employment Services
Primary Location(s): Santa Monica
Net Increase of Full-Time Employees: 288
Investments: \$6,900,000
Amount of Tax Credit: \$1,000,000
Link to Tax Credit Agreement: <http://bit.ly/ziprecruiterinc>
17. Hyperikon, Inc.
Industry: LED Light Manufacturing
Primary Location(s): San Diego
Net Increase of Full-Time Employees: 75
Investments: \$10,250,000
Amount of Tax Credit: \$975,000
Link to Tax Credit Agreement: <http://bit.ly/hyperikon>
18. Actagro LLC
Industry: Fertilizer Manufacturing
Primary Location(s): Biola
Net Increase of Full-Time Employees: 24
Investments: \$8,050,000
Amount of Tax Credit: \$840,000
Link to Tax Credit Agreement: <http://bit.ly/2qJBeGC>
19. inMarket Media LLC
Industry: Applications Development and Publishing
Primary Location(s): Venice
Net Increase of Full-Time Employees: 51
Investments: \$3,644,474
Amount of Tax Credit: \$810,000
Link to Tax Credit Agreement: <http://bit.ly/inmarketmedia>
20. Entekra, Inc.
Industry: Prefabricated Building Manufacturing
Primary Location(s): Ripon
Net Increase of Full-Time Employees: 84
Investments: \$10,373,000
Amount of Tax Credit: \$750,000
Link to Tax Credit Agreement: <http://bit.ly/entekra>



21. IF Holding II LLC

Industry: Organic Food Processing

Primary Location(s): Sanger and Fresno

Net Increase of Full-Time Employees: 31

Investments: \$12,675,499

Amount of Tax Credit: \$750,000

Link to Tax Credit Agreement: <http://bit.ly/ifholdingII>

22. American Renewable Power LLC

Industry: Biomass Electric Power Generation

Primary Location(s): Loyalton

Net Increase of Full-Time Employees: 21

Investments: \$10,727,185

Amount of Tax Credit: \$700,000

Link to Tax Credit Agreement: <http://bit.ly/americanrenewablepower>

23. IDEO LP

Industry: Web Design and Marketing Services

Primary Location(s): San Francisco and Palo Alto

Net Increase of Full-Time Employees: 73

Investments: \$10,704,736

Amount of Tax Credit: \$700,000

Link to Tax Credit Agreement: <http://bit.ly/ideoagreement>

24. Calamco NH3 LLC

Industry: Fertilizer Manufacturing

Primary Location(s): Taft

Net Increase of Full-Time Employees: 24

Investments: \$114,190,784

Amount of Tax Credit: \$650,000

Link to Tax Credit Agreement: <http://bit.ly/calamconh3>

25. Columbus Manufacturing, Inc.

Industry: Meat Products Processing

Primary Location(s): Hayward

Net Increase of Full-Time Employees: 123

Investments: \$34,300,000

Amount of Tax Credit: \$600,000

Link to Tax Credit Agreement: <http://bit.ly/columbusmfginc>



- 26. Sierra Technical Services, Inc.
Industry: Aerospace Component Manufacturing
Primary Location(s): Tehachapi
Net Increase of Full-Time Employees: 64
Investments: \$1,092,000
Amount of Tax Credit: \$600,000
Link to Tax Credit Agreement: <http://bit.ly/sierratechnicalservices>

- 27. Tom Malloy Corporation
Industry: Fabricated Structural Metal Manufacturing
Primary Location(s): Compton, Bakersfield, and Fresno
Net Increase of Full-Time Employees: 39
Investments: \$12,510,000
Amount of Tax Credit: \$595,000
Link to Tax Credit Agreement: <http://bit.ly/tommalley>

- 28. Golden State Lumber, Inc.
Industry: Lumber Sales and Distribution
Primary Location(s): Concord, Richmond, and San Francisco
Net Increase of Full-Time Employees: 56
Investments: \$9,849,758
Amount of Tax Credit: \$500,000
Link to Tax Credit Agreement: <http://bit.ly/goldenstatelumber>

- 29. HealthQuest Laboratories, Inc.
Industry: Medical Laboratories
Primary Location(s): Tustin and Santa Ana
Net Increase of Full-Time Employees: 60
Investments: \$1,450,000
Amount of Tax Credit: \$400,000
Link to Tax Credit Agreement: <http://bit.ly/healthquestlaboratories>

- 30. Cliniqa Corporation
Industry: In-Vitro Diagnostic Substance Manufacturing
Primary Location(s): San Marcos
Net Increase of Full-Time Employees: 24
Investments: \$8,800,000
Amount of Tax Credit: \$350,000
Link to Tax Credit Agreement: <http://bit.ly/cliniqua>



31. GFP Ethanol LLC

Industry: Ethanol and Biofuel Manufacturing

Primary Location(s): Pixley

Net Increase of Full-Time Employees: 12

Investments: \$5,200,000

Amount of Tax Credit: \$350,000

Link to Tax Credit Agreement: <http://bit.ly/gfpethanol>

32. Walter Anderson Plumbing, Inc.

Industry: Plumbing, Heating, and Air-Conditioning Contractors

Primary Location(s): El Cajon

Net Increase of Full-Time Employees: 49

Investments: \$1,676,355

Amount of Tax Credit: \$340,000

Link to Tax Credit Agreement: <http://bit.ly/walteranderson>

33. Mann Packing Co., Inc.

Industry: Fruit and Vegetable Food Processing

Primary Location(s): Gonzalez

Net Increase of Full-Time Employees: 122

Investments: \$53,400,000

Amount of Tax Credit: \$300,000

Link to Tax Credit Agreement: <http://bit.ly/mannpacking>

34. Wynstan USA, Inc.

Industry: Home Furnishing Wholesaler

Primary Location(s): Carson, Encino, and Pasadena

Net Increase of Full-Time Employees: 63

Investments: \$8,750,000

Amount of Tax Credit: \$300,000

Link to Tax Credit Agreement: <http://bit.ly/wynstan>

35. Dockstader & Dockstader, Inc.

Industry: Automotive Repair and Maintenance

Primary Location(s): Fresno and Clovis

Net Increase of Full-Time Employees: 37

Investments: \$1,907,250

Amount of Tax Credit: \$280,000

Link to Tax Credit Agreement: <http://bit.ly/dockstaderanddockstader>



36. All-Weather Architectural Aluminum, Inc.
Industry: Metal Window and Door Manufacturing
Primary Location(s): Vacaville
Net Increase of Full-Time Employees: 45
Investments: \$4,750,000
Amount of Tax Credit: \$275,000
Link to Tax Credit Agreement: <http://bit.ly/allweatherarchitectural>
37. Solatube International, Inc.
Industry: Lighting Manufacturing
Primary Location(s): Vista
Net Increase of Full-Time Employees: 9
Investments: \$2,000,000
Amount of Tax Credit: \$250,000
Link to Tax Credit Agreement: <http://bit.ly/solatubeinternational>
38. StreamGuys, Inc.
Industry: Internet Publishing and Broadcasting
Primary Location(s): San Luis Obispo
Net Increase of Full-Time Employees: 19
Investments: \$375,000
Amount of Tax Credit: \$250,000
Link to Tax Credit Agreement: <http://bit.ly/streamguys>
39. Unique Elevator Interiors, Inc.
Industry: Elevator Interior Manufacturing and Installation
Primary Location(s): Alameda
Net Increase of Full-Time Employees: 12
Investments: \$213,781
Amount of Tax Credit: \$213,781
Link to Tax Credit Agreement: <http://bit.ly/uniqueelevatorinteriors>
40. DDs Bakery, Inc.
Industry: Commercial Bakery
Primary Location(s): Fresno
Net Increase of Full-Time Employees: 13
Investments: \$1,617,532
Amount of Tax Credit: \$200,000
Link to Tax Credit Agreement: <http://bit.ly/ddsbakery>



- 41. KDR Pet Treats LLC
Industry: Dog Food Manufacturing
Primary Location(s): Fresno
Net Increase of Full-Time Employees: 6
Investments: \$7,510,000
Amount of Tax Credit: \$200,000
Link to Tax Credit Agreement: <http://bit.ly/kdrpettreats>

- 42. KV Structures, Inc.
Industry: Power and Communication Line Construction
Primary Location(s): Rough and Ready
Net Increase of Full-Time Employees: 11
Investments: \$5,000,000
Amount of Tax Credit: \$198,000
Link to Tax Credit Agreement: <http://bit.ly/kvstructures>

- 43. Excelsior Metals, Inc.
Industry: Fabricated Metal Product Manufacturing
Primary Location(s): Fresno
Net Increase of Full-Time Employees: 9
Investments: \$3,618,000
Amount of Tax Credit: \$135,000
Link to Tax Credit Agreement: <http://bit.ly/excelsiormetals>

- 44. Gemini Duplication, Inc.
Industry: Data Processing, Hosting, and Related Services
Primary Location(s): Rocklin
Net Increase of Full-Time Employees: 34
Investments: \$805,000
Amount of Tax Credit: \$135,000
Link to Tax Credit Agreement: <http://bit.ly/gemini Duplication>

- 45. Peter Pepper Products, Inc.
Industry: Furniture Manufacturing
Primary Location(s): Compton
Net Increase of Full-Time Employees: 6
Investments: \$190,000
Amount of Tax Credit: \$120,000
Link to Tax Credit Agreement: <http://bit.ly/peterpepper>



46. EW Corporation

Industry: Fabricated Metal Product Manufacturing

Primary Location(s): El Centro

Net Increase of Full-Time Employees: 13

Investments: \$460,000

Amount of Tax Credit: \$115,000

Link to Tax Credit Agreement: <http://bit.ly/ewcorporation>

47. Axiom Medical, Inc.

Industry: Surgical and Medical Instrument Manufacturing

Primary Location(s): Torrance

Net Increase of Full-Time Employees: 11

Investments: \$340,000

Amount of Tax Credit: \$100,000

Link to Tax Credit Agreement: <http://bit.ly/axiommedical>

48. Martin Materials Solutions, Inc.

Industry: Aerospace Component Manufacturing

Primary Location(s): Camarillo

Net Increase of Full-Time Employees: 6

Investments: \$700,000

Amount of Tax Credit: \$100,000

Link to Tax Credit Agreement: <http://bit.ly/martinmaterials>

49. Urata & Sons Concrete, Inc.

Industry: General Contractors

Primary Location(s): Rancho Cordova and Oakland

Net Increase of Full-Time Employees: 55

Investments: \$850,000

Amount of Tax Credit: \$90,000

Link to Tax Credit Agreement: <http://bit.ly/urataandsons>

50. DRB Systems LLC

Industry: Applications Development and Publishing

Primary Location(s): Fontana

Net Increase of Full-Time Employees: 9

Investments: \$263,380

Amount of Tax Credit: \$80,000

Link to Tax Credit Agreement: <http://bit.ly/drbsystems>



- 51. Cook General Engineering, Inc.
Industry: Site Preparation Contractors
Primary Location(s): Rancho Cordova
Net Increase of Full-Time Employees: 25
Investments: \$1,305,000
Amount of Tax Credit: \$50,000
Link to Tax Credit Agreement: <http://bit.ly/cookgeneral>

- 52. EarthAid LLC
Industry: Disaster Preparedness Product Retailers
Primary Location(s): Valencia
Net Increase of Full-Time Employees: 9
Investments: \$200,000
Amount of Tax Credit: \$50,000
Link to Tax Credit Agreement: <http://bit.ly/earthaid>

- 53. Maintex, Inc.
Industry: Sanitation Products Manufacturing
Primary Location(s): City of Industry and Poway
Net Increase of Full-Time Employees: 6
Investments: \$600,000
Amount of Tax Credit: \$40,000
Link to Tax Credit Agreement: <http://bit.ly/maintex>

- 54. Sunrise MFG., Inc.
Industry: Freight Securing Product Manufacturing and Services
Primary Location(s): Rancho Cordova
Net Increase of Full-Time Employees: 5
Investments: \$450,000
Amount of Tax Credit: \$40,000
Link to Tax Credit Agreement: <http://bit.ly/sunrisemfg>

- 55. LinkSource Technologies LLC
Industry: Management Consulting Services
Primary Location(s): Roseville
Net Increase of Full-Time Employees: 6
Investments: \$25,000
Amount of Tax Credit: \$35,000
Link to Tax Credit Agreement: <http://bit.ly/linksource>



E. Discussion and Approval of California Competes Tax Credit Agreements with Small Businesses

Total Recommended Tax Credits: \$9,751,580
Total Recommended Tax Credits after Adjusting for S-Corporation Law²: \$10,724,913

1. Charge Bliss, Inc.
 Industry: Electric Systems Manufacturing and Installation Services
 Primary Location(s): Richmond and Carson
 Net Increase of Full-time Employees: 65
 Investments: \$2,250,000
 Amount of Tax Credit: \$1,250,000
 Link to Tax Credit Agreement: <http://bit.ly/chargebliss>

2. Scenario Cockram USA, Inc.
 Industry: Architectural and Structural Metals Manufacturing
 Primary Location(s): San Fernando
 Net Increase of Full-time Employees: 146
 Investments: \$525,000
 Amount of Tax Credit: \$1,250,000
 Link to Tax Credit Agreement: <http://bit.ly/scenariocockram>

3. TraitWare, Inc.
 Industry: Software Development
 Primary Location(s): Nevada City
 Net Increase of Full-time Employees: 21
 Investments: \$525,200
 Amount of Tax Credit: \$850,000
 Link to Tax Credit Agreement: <http://bit.ly/traitware>

4. Exactuals LLC
 Industry: Data Processing, Hosting, and Payment Services
 Primary Location(s): Los Angeles
 Net Increase of Full-time Employees: 64
 Investments: \$425,000
 Amount of Tax Credit: \$760,000
 Link to Tax Credit Agreement: <http://bit.ly/exactuals>

² One-third of the California Competes Tax Credit may be utilized by an S-Corporation to offset the tax on net income at the S-Corporation level (R&TC §23803(a)(1)). The remaining two-thirds is disregarded and may not be used as a carryover for the S-Corporation (R&TC §23803(a)(2)(A)). However, the full amount of the California Competes Tax Credit is also passed through to the S-Corporation's shareholders (R&TC §23803(a)(2)(F)).



5. Signature Analytics LLC
Industry: Accounting Services
Primary Location(s): San Diego, Irvine, and Long Beach
Net Increase of Full-time Employees: 89
Investments: \$538,000
Amount of Tax Credit: \$550,000
Link to Tax Credit Agreement: <http://bit.ly/signatureanalytics>

6. Mainstream Tours, Inc.
Industry: Special Needs Transportation Services
Primary Location(s): San Bernardino and San Jacinto
Net Increase of Full-time Employees: 30
Investments: \$2,431,000
Amount of Tax Credit: \$500,000
Link to Tax Credit Agreement: <http://bit.ly/mainstreamtours>

7. QMerit, Inc.
Industry: Software Development
Primary Location(s): Irvine
Net Increase of Full-time Employees: 70
Investments: \$134,000
Amount of Tax Credit: \$500,000
Link to Tax Credit Agreement: <http://bit.ly/qmeritinc>

8. Showdogs, Inc.
Industry: Sunshade Manufacturing
Primary Location(s): San Marcos
Net Increase of Full-time Employees: 26
Investments: \$600,000
Amount of Tax Credit: \$500,000
Link to Tax Credit Agreement: <http://bit.ly/showdogsync>

9. Workforce Equanimity LLC
Industry: Management Development Services
Primary Location(s): McClellan Park and Elk Grove
Net Increase of Full-time Employees: 9
Investments: \$23,750
Amount of Tax Credit: \$350,000
Link to Tax Credit Agreement: <http://bit.ly/workforceequanimity>



10. TheraEx Rehab Services, Inc.
Industry: Health Care Employment Recruiting
Primary Location(s): Nevada City
Net Increase of Full-time Employees: 25
Investments: \$0
Amount of Tax Credit: \$300,000
Link to Tax Credit Agreement: <http://bit.ly/theraex>

11. Hayk, Inc.
Industry: Automotive Repair and Maintenance Services
Primary Location(s): Sacramento
Net Increase of Full-time Employees: 30
Investments: \$2,152,000
Amount of Tax Credit: \$280,000
Link to Tax Credit Agreement: <http://bit.ly/haykinc>

12. Affinity Sports LLC
Industry: Custom Computer Services
Primary Location(s): San Diego
Net Increase of Full-time Employees: 35
Investments: \$2,931,505
Amount of Tax Credit: \$275,000
Link to Tax Credit Agreement: <http://bit.ly/affinitysports>

13. Arrowroot Capital Management LLC
Industry: Financial Management Services
Primary Location(s): Santa Monica
Net Increase of Full-time Employees: 19
Investments: \$115,000
Amount of Tax Credit: \$250,000
Link to Tax Credit Agreement: <http://bit.ly/arrowrootcapitalmanagement>

14. ORDO AB CHAO Design
Industry: Product Development, Design, and Manufacturing
Primary Location(s): Long Beach and Los Angeles
Net Increase of Full-time Employees: 28
Investments: \$1,880,000
Amount of Tax Credit: \$250,000
Link to Tax Credit Agreement: <http://bit.ly/ordoabchaodesign>



- 15. TPG Payroll & HR Services, Inc.
Industry: Payroll Services
Primary Location(s): Rancho Cucamonga
Net Increase of Full-time Employees: 33
Investments: \$1,735,000
Amount of Tax Credit: \$250,000
Link to Tax Credit Agreement: <http://bit.ly/tpgpayroll>

- 16. Kim Rollo Emanuel LLC
Industry: Toiletry Product Manufacturing
Primary Location(s): Benicia
Net Increase of Full-time Employees: 12
Investments: \$121,000
Amount of Tax Credit: \$210,980
Link to Tax Credit Agreement: <http://bit.ly/kimrolloemanuel>

- 17. OCS Construction Services, Inc.
Industry: General Contractors
Primary Location(s): Riverside, San Bernardino, and San Diego
Net Increase of Full-time Employees: 13
Investments: \$1,125,000
Amount of Tax Credit: \$200,000
Link to Tax Credit Agreement: <http://bit.ly/ocsconstruction>

- 18. Ceramic Pro LLC
Industry: Paint Coating and Adhesive Manufacturing
Primary Location(s): San Diego
Net Increase of Full-time Employees: 19
Investments: \$63,000
Amount of Tax Credit: \$150,000
Link to Tax Credit Agreement: <http://bit.ly/ceramicprollc>

- 19. MJ Avila Company, Inc.
Industry: General Contractors
Primary Location(s): Fresno and Kerman
Net Increase of Full-time Employees: 4
Investments: \$300,000
Amount of Tax Credit: \$150,000
Link to Tax Credit Agreement: <http://bit.ly/mjavila>



- 20. CenCal Solar, Inc.
Industry: Solar Installation Services
Primary Location(s): Clovis
Net Increase of Full-time Employees: 10
Investments: \$90,000
Amount of Tax Credit: \$100,000
Link to Tax Credit Agreement: <http://bit.ly/cencalsolar>

- 21. Frankel Reichman & Rizzo LLP
Industry: Forensic Accounting Services
Primary Location(s): Los Angeles
Net Increase of Full-time Employees: 5
Investments: \$425,359
Amount of Tax Credit: \$100,000
Link to Tax Credit Agreement: <http://bit.ly/frankelreichmanrizzo>

- 22. Graphic Image Label, Inc.
Industry: Commercial Printers
Primary Location(s): Chula Vista
Net Increase of Full-time Employees: 4
Investments: \$229,500
Amount of Tax Credit: \$100,000
Link to Tax Credit Agreement: <http://bit.ly/graphicimagelabel>

- 23. Sacco & Sacco Insurance Brokers LLC
Industry: Financial and Insurance Services
Primary Location(s): Folsom
Net Increase of Full-time Employees: 6
Investments: \$36,000
Amount of Tax Credit: \$100,000
Link to Tax Credit Agreement: <http://bit.ly/saccoandsacco>

- 24. Tassin Scientific Services LLC
Industry: Electronic and Precision Equipment Repair Services
Primary Location(s): Fontana
Net Increase of Full-time Employees: 4
Investments: \$93,000
Amount of Tax Credit: \$100,000
Link to Tax Credit Agreement: <http://bit.ly/tassinscientificservices>



25. Amy H. Wynn dba Wynn Coastal Planning
Industry: Environmental Consulting Services
Primary Location(s): Fort Bragg
Net Increase of Full-time Employees: 6
Investments: \$95,600
Amount of Tax Credit: \$95,600
Link to Tax Credit Agreement: <http://bit.ly/amyhwynn>
26. 1-888-4-Abatement, Inc.
Industry: Hazardous Material Removal Services
Primary Location(s): Chico and Rancho Cordova
Net Increase of Full-time Employees: 18
Investments: \$640,000
Amount of Tax Credit: \$85,000
Link to Tax Credit Agreement: <http://bit.ly/18884abatement>
27. New Health Partners
Industry: Surgical and Medical Instrument Manufacturing
Primary Location(s): Los Angeles
Net Increase of Full-time Employees: 5
Investments: \$330,000
Amount of Tax Credit: \$80,000
Link to Tax Credit Agreement: <http://bit.ly/newhealthpartners>
28. Chequers Financial Management
Industry: Financial Management Services
Primary Location(s): San Francisco
Net Increase of Full-time Employees: 6
Investments: \$100,000
Amount of Tax Credit: \$50,000
Link to Tax Credit Agreement: <http://bit.ly/chequersfinancialmanagement>
29. Altius CPA
Industry: Accounting Services
Primary Location(s): Sacramento
Net Increase of Full-time Employees: 3
Investments: \$61,000
Amount of Tax Credit: \$40,000
Link to Tax Credit Agreement: <http://bit.ly/altiuscpa>



- 30. Gracefully Global Group LLC
Industry: Book Publishers
Primary Location(s): Hayward
Net Increase of Full-time Employees: 3
Investments: \$5,000
Amount of Tax Credit: \$30,000
Link to Tax Credit Agreement: <http://bit.ly/gracefullyglobal>

- 31. Natural Networks, Inc.
Industry: Computer System Design Services
Primary Location(s): San Diego
Net Increase of Full-time Employees: 3
Investments: \$90,000
Amount of Tax Credit: \$25,000
Link to Tax Credit Agreement: <http://bit.ly/naturalnetworks>

- 32. SoCal Tankless, Inc.
Industry: Major Household Appliance Sales and Installation Services
Primary Location(s): San Juan Capistrano
Net Increase of Full-time Employees: 2
Investments: \$40,000
Amount of Tax Credit: \$20,000
Link to Tax Credit Agreement: <http://bit.ly/socaltankless>

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F. Discussion and Approval of Recommendations for California Competes Tax Credit Agreement Termination and Credit Recapture

Total Tax Credits Recommended to be Recaptured:	\$1,185,000
Total Tax Credits Recommended to be Recaptured after Adjusting for S-Corporation Law³:	\$1,300,000

1. Alibaba.com, Inc.

Industry: Online Marketplace

Primary Location(s): San Mateo, Chico, Los Angeles, and San Francisco

Amount of Tax Credit Awarded: \$560,000

Amount of Tax Credit to be Recaptured: \$560,000

Link to Tax Credit Agreement to be Terminated: <http://bit.ly/Alibabadotcom>

Reason for Agreement Termination and Credit Recapture:

Alibaba.com, Inc. has indicated that it will not be carrying out its business as contemplated in its approved California Competes Tax Credit agreement and has requested the termination of its agreement to allow the credit to be made available to other California businesses.

2. Brown Software Design Concepts LLC

Industry: Software Development

Primary Location(s): Folsom

Amount of Tax Credit Awarded: \$250,000

Amount of Tax Credit to be Recaptured: \$250,000

Link to Tax Credit Agreement to be Terminated: <http://bit.ly/BrownSoftware>

Reason for Agreement Termination and Credit Recapture:

Brown Software Design Concepts LLC has indicated that it will not be carrying out its business as contemplated in its approved California Competes Tax Credit agreement and has requested the termination of its agreement to allow the credit to be made available to other California businesses.

³ One-third of the California Competes Tax Credit may be utilized by an S-Corporation to offset the tax on net income at the S-Corporation level (R&TC §23803(a)(1)). The remaining two-thirds is disregarded and may not be used as a carryover for the S-Corporation (R&TC §23803(a)(2)(A)). However, the full amount of the California Competes Tax Credit is also passed through to the S-Corporation's shareholders (R&TC §23803(a)(2)(F)).



3. Cal Premium Treats, Inc.

Industry: Animal Food Manufacturing

Primary Location(s): Perris

Amount of Tax Credit Awarded: \$175,000

Amount of Tax Credit to be Recaptured: \$175,000

Link to Tax Credit Agreement to be Terminated: <http://bit.ly/CalPremiumTreats>

Reason for Agreement Termination and Credit Recapture:

Cal Premium Treats, Inc. has indicated that it will not be carrying out its business as contemplated in its approved California Competes Tax Credit agreement and has requested the termination of its agreement to allow the credit to be made available to other California businesses.

4. Perfect Bar & Company

Industry: Nutrition/Health Food Manufacturing

Primary Location(s): San Diego

Amount of Tax Credit Awarded: \$170,000

Amount of Tax Credit to be Recaptured: \$170,000

Link to Tax Credit Agreement to be Terminated: <http://bit.ly/PerfectBarCompany>

Reason for Agreement Termination and Credit Recapture:

Perfect Bar & Company has indicated that it will not be carrying out its business as contemplated in its approved California Competes Tax Credit agreement and has requested the termination of its agreement to allow the credit to be made available to other California businesses.

5. Pantek Partners LLC

Industry: Agricultural Commodity Trading

Primary Location(s): San Diego

Amount of Tax Credit Awarded: \$30,000

Amount of Tax Credit to be Recaptured: \$30,000

Link to Tax Credit Agreement to be Terminated: <http://bit.ly/pantekpartners>

Reason for Agreement Termination and Credit Recapture:

Pantek Partners LLC has indicated that it will not be carrying out its business as contemplated in its approved California Competes Tax Credit agreement and has requested the termination of its agreement to allow the credit to be made available to other California businesses.



G. Public Comment

H. Adjournment

The numerical order of items on this agenda is for convenience of reference. Items may be taken out of order upon the request of the California Competes Tax Credit Committee Chair or Committee Members. This notice and agenda can be obtained at: www.business.ca.gov/CalCompetes.aspx. For additional information regarding this notice and agenda, please contact Scott Dosick, Assistant Deputy Director, at 916-322-0676 or scott.dosick@gov.ca.gov. The Governor's Office of Business and Economic Development complies with the Americans with Disabilities Act by ensuring that the facilities are accessible to persons with disabilities, and by providing this notice and agenda and related information in alternative formats when requested. If you need further assistance, including disability-related modifications or accommodations, you may contact Scott Dosick no later than five calendar days before the meeting.