



To: DAS Board  
From: Elizabeth Pratt  
January 7, 2015

### **November/December 2014 Updates**

Outlined are the monthly activities in four categories reflecting the areas of DAS: Contracts/Program Income, Earned Income, Grants and Donations. I have also listed operational activities attended to during November and December 2014.

#### **1. Highlights**

- 7<sup>th</sup> Annual Youth Entrepreneur Business Plan Competition held December 13<sup>th</sup>
- SBDC involved with Local Assistance Center and in November and December worked with 24 business owners and assisted them in obtaining 9 grants totaling \$125,000 and 3 loans of \$150,000
- Approved CTE Enhancement funds for culinary, wine and hospitality program \$144,674
- On regional steering committee for CTE enhancement fund distribution
- Working with Workforce Investment Board on revised expanded Rx for business contract \$50,000
- Planning underway for 10<sup>th</sup> Annual Hospitality Symposium on March 31, 2015.

#### **2. Contracts and Community Service Program Income**

- SBDC secured \$30,000 contract from NVC Foundation to assist local businesses impacted by earthquake.
- \$5,000 additional funds are appropriated from EWD for Youth Entrepreneurship Program (YEP) 7<sup>th</sup> Annual Business Plan Competition (December 13th)
- Program income for 4<sup>th</sup> quarter - \$7860.00

#### **3. Earned Income:**

##### **Vending/Food:**

- Average daily income from Café (except Friday) \$1900 (October) \$1700

##### **Facilities:**

- MOU with Vallejo Admirals

##### **Bookstore:**

- In late December Janelle reported that sales are currently 21.9% over budget and are up 22.1% to last year.

**4. Grants**

Recently Awarded:

- Small Business Development Center (SBDC) receiving \$50,000 from CA Governor's Office
- Vallejo City Unified School District Career Pathway Trust sub-contract \$285,272
- CTE Enhancement funds (discussion on agenda)
- 2015 Napa-Sonoma SBDC - \$215,000
- Additional \$100,000 for Regional Sector Navigator (DSN)

**5. Donations**

- Discussion on Agenda.

**6. Operations/ Marketing**

- Discussion of 2014 Revised 2014-15 Work plan/Priorities (on Agenda)
- Discussion on Marketing communications (on Agenda)