



SAMCEDA

Board of Directors Meeting

Sherri Sager, Chair

Wednesday, June 16, 2021 at 8:30AM

SAMCEDA Agenda – June 2021

- I. Call Meeting to Order**
- II. Approve Agenda and May Minutes**
- III. Committee Reports**
 - a. Public Policy Committee**
Steve Mincey, Public Policy Chair
 - i. San Mateo County Immigrant Integration & Inclusion Strategic Plan**
(PRESENTATION AVAILABLE UPON REQUEST)
PRESENTER: Jasmine Hartenstein - Immigrant Services Coordinator,
Office of Community Affairs, Immigrant Services, *County of San Mateo*
PRESENTER: Jennifer Llamas - Immigrant Services Coordinator,
Office of Community Affairs, Immigrant Services, *County of San Mateo*
 - ii. COVID-19 Update – Economic Recovery**
PRESENTER: Rosanne Foust - President & CEO, *SAMCEDA*
 - iii. Legislative Updates**
PRESENTER: Joan Dentler - *Office of State Senator Josh Becker*
PRESENTER: Mario Rendon - *Office of Assembly Speaker pro Tem Kevin Mullin*
 - b. HLUT Committee**
Ariane Hogan, HLUT Chair
 - i. CAA State and Local Update**
(PRESENTATION AVAILABLE UPON REQUEST)
PRESENTER: Rhovy Lyn Antonio - Senior Vice President, Local Public Affairs,
California Apartment Association
 - ii. Thomas James Homes Overview**
(PRESENTATION AVAILABLE UPON REQUEST)
PRESENTER: Deanne Green - Director of Community Development,
Thomas James Homes
 - iii. Legislative Updates**
PRESENTER: Elmer Martinez - *Office of Assembly Speaker pro Tem Kevin Mullin*



IV. New Business Action Items and Updates

- a. **SAMCEDA Annual Update FY 20 – 21 presentation**
- b. **Action Item: SAMCEDA Financial Review**
(SEE SPREADSHEET IN SEPARATE PDF ATTACHMENT)
 - i. FY 20 – 21 Budget vs. Actual as of April 30, 2021 and projected close June 30, 2021
 - ii. **Action Item/Recommendation from Executive Committee:**
Proposed FY 21 – 22 budget
- c. **Action Item: Ratify Election by SAMCEDA Members: FY 21 - 22 Board of Directors Term July 1, 2021 – June 30, 2024**
(FOR REFERENCE, SEE ATTACHED)
 - i. Emylene Aspilla, *San Francisco International Airport*
 - ii. Mike Bangs, *Oracle USA, Inc.*
 - iii. Frank Bartaldo, *Heritage Bank of Commerce*
 - iv. Elaine Breeze, *SummerHill Housing Group*
 - v. Paul Casias, *My-Business-Advisor*
 - vi. Niraj Singh, *Kaiser Permanente*
 - vii. Robert Webster, *Bohannon Development Company*
- d. **Action Item: Election of FY 21 - 22 Officers**
 - i. Sherri Sager, *Chair*
 - ii. Ariane Hogan, *Vice Chair*
 - iii. Robert Webster, *Vice Chair*
 - iv. Paul Casias, *Vice Chair Finance*
 - v. Steve Mincey, *Past Chair*
 - vi. Elaine Breeze, *Secretary*
- e. **Action Item: Request for Support - [SB 778](#) (Becker) Planning and Zoning: Accessory Dwelling Units: Mixed-Use or Multifamily Structures**
 - i. See California Apartment Association's factsheet attached
 - ii. See State Senator Josh Becker's factsheet attached
- f. **Action Item: Biocom Request for Reciprocal Membership with SAMCEDA**
 - i. See attached Biocom Factsheet for SAMCEDA
- g. **Membership Updates**
 - i. **New FY 20 – 21 Member:** Gilead
 - ii. **New FY 21 – 22 Members:** Crown Castle, HIP Housing
- h. **1900 O'Farrell Lease Update**

V. Old Business

- a. *SAMCEDA signed on to [AB 650](#) opposition coalition*
 - i. See factsheet attached
- b. *SAMCEDA letter opposing [H.R. 3](#)*
 - i. See SAMCEDA letter to Congresswomen Speier and Eshoo
- c. *SAMCEDA letter supporting Gatekeeper Process for Lane Partner's 1900 Broadway Project*
 - i. See SAMCEDA letter to City of Redwood City



VI. COVID-19 Recovery Initiatives

a. Outreach

- i. Communication to Chambers, cities, partner organizations, and elected officials, e-newsletter, and social media on the news and information of:
 - The County's "Stay Safe & Shop Local" campaign, color-tier press releases, vaccination updates (notification sign-ups in San Mateo County, drive-thru event, scam alerts, and more), [Environmental Health Permit Fee Relief Program](#)
 - Grants, employer information, State press releases and more
- ii. Participating in the *SMC Recovery Initiative - Public Information and Outreach/Equity Group, Vaccine Communications and Equity Working Group Meeting, and Economic Recovery Team*
- iii. [Colu](#) app [approved](#) by Board of Supervisors on Tuesday, June 8, 2021
 - A mobile app, delivers a city coin that engages city residents with city rewards, thereby helping cities achieve their goals
- iv. [Free Personal Protective Equipment \(PPE\) for Small Business and Non-Profit Organizations](#)
 - The County of San Mateo, in partnership with the San Mateo County Event Center and the San Mateo County Economic Development Association (SAMCEDA), will be distributing PPE to disadvantaged small business/non-profit organizations for the purpose of preparation and readiness for safe opening
- v. The County's [Immigration Integration & Inclusion Strategic Planning Committee](#)
 - Chaired the *Economic Development Subcommittee* with the Grove Foundation on Wednesday, May 26th
 - Upcoming meeting scheduled for Wednesday, June 23rd (every 4th Wednesday of the month from 10:00AM-11:00AM)
 - Participated in other subcommittees: *Community Connectedness & Engagement, Economic Development, Education Opportunities & Outcomes, and Equitable Access to Services*
 - Provided feedback on surveys for subcommittees
- vi. Developing a common grant application program with the County of San Mateo and Renaissance Entrepreneurship Center
- vii. Consultant feedback for County of San Mateo's website



b. San Mateo County Strong Fund

- i. The [Restaurant, Brewery & Winery Relief Grants](#) distributed \$10,000 grants to restaurants, breweries, and wineries to over 250+ RBW's in San Mateo County and the City of Palo Alto
- ii. Many cities and towns are oversubscribed and SAMCEDA is currently in discussions to see if they or others can provide additional funding
 - As more cities continue to approve allocating funds to the establishments in their communities, additional lotteries are being conducted
 - The City of Redwood City (\$280,000) and City of San Bruno (\$290,000) has recently provided additional funding to meet 100% of the applicants in their communities
 - Next steps include notifying the businesses that are selected and having them upload documents for verification purposes (W-9, business/ABC license/permit, government-issued ID)
- iii. Assistance with hotline support for establishments with document upload and questions

c. Participated in:

- i. Monthly *CA Stewardship Network* membership meetings
- ii. Monthly *San Mateo County Recovery Coordination Council Steering Committee* meetings
 - *SMC COVID-19 Recovery Initiative All Hands Meeting*
- iii. City of San Mateo's *Business Recovery Task Force*
- iv. Menlo Park Chamber of Commerce's *Golden Acorn Awards*
- v. City of Millbrae's *Economic Vitality Committee*
- vi. SVEDA's [CRE & Rent Reconciliation](#) webinar
- vii. Wells Fargo's [The U.S. Economy Has Roared Back. Will it Continue?](#) webinar
- viii. Heritage Bank's *Advisory Board*
- ix. Provident Credit Union's *Supervisory Board*
- x. U.S. Chamber of Commerce's [Workforce: A Call to Action Summit](#)
- xi. San Mateo County Event Center's *San Mateo County Fair*
- xii. *Immigrant Integration & Inclusion:*
 - *Strategic Planning Committee Meeting*
 - (Co-Chair with the Grove Foundation) *Economic Development*
 - Subcommittees: *Community Connectedness & Engagement, Economic Development, Education Opportunities & Outcomes, and Equitable Access to Services*



- xiii. Weekly ongoing strategy meetings with the County of San Mateo, NOVAworks, and Renaissance Entrepreneurship Center
- d. SAMCEDA hosted the *American Leadership Forum: Connect. Inspire. Transform.* webinar with [American Leadership Forum Silicon Valley](#) CEO, Suzanne St. John-Crane to discuss [ALF Fellowship Program](#)
- e. Daily newsletters and social media updates

VII. SAMCEDA and Partner Events

- a. SAMCEDA and Chamber San Mateo County's *Birdies for Business* fundraiser
 - i. **Date:** Monday, September 20th, 2021
 - ii. **Time:** 10:30AM
 - iii. **Location:** *Stanford Golf Course* (198 Junipero Serra Blvd. | Stanford, CA 94305)
- b. Chamber San Mateo County's [52nd Annual Progress Seminar](#)
 - i. **Date:** Friday, October 15 – Sunday, October 17, 2021
 - ii. **Location:** Hyatt Regency Sonoma Wine Country in Santa Rosa

VIII. Ongoing Business & Policy Updates

- a. **Peninsula Mobility Group Update**
 - i. Tracking transportation projects through *Peninsula Mobility Group*
- b. **Marketing & Communications Update**
 - i. Ensuring the business community in San Mateo County receives timely COVID-19-related information and updates through presentations, newsletters, and social media

IX. Board Member Discussion and Reports

X. Adjourn

Next SAMCEDA Board Meeting:

Wednesday, July 21, 2021 at 8:30AM



SAMCEDA

Board of Directors Meeting

Sherri Sager, Chair

Wednesday, May 19, 2021 at 8:30AM

SAMCEDA Minutes – May 2021

Present: Aspill, Book, Breeze, Busch, Graham, Hogan, Knauf, Ocañada, Petrilli, Sager, Stanley, Pandya, Puccinelli, Scharfman, Singh, Webster, Wicks

- I. Call Meeting to Order (8:32AM)**
- II. Approve Agenda and April Minutes (Webster, Graham)**
- III. Committee Reports**
 - a. May: (Joint) Public Policy & HLUt Committee**
Steve Mincey, *Public Policy Chair* and Ariane Hogan, *HLUt Chair*
 - i. Legislative Updates**
PRESENTER: Zack Ross - *Office of Assemblymember Marc Berman*
PRESENTER: Joan Dentler - *Office of State Senator Josh Becker*
PRESENTER: Mario Rendon - *Office of Assembly Speaker pro Tem Kevin Mullin*
- IV. New Business Updates and Action Items**
 - a. SAMCEDA has continued to receive membership dues (billed in July and January)**
 - i. New:** Green Dragon Collective, Thunder Village Realty
 - ii. Potential Members:** HIP Housing, Crown Castle
 - b. BOD Approves request for Opposition: AB 650: Employer-Provided Benefits: Health Care Workers: COVID-19: Hazard Pay Retention Bonuses**
 - i.** SAMCEDA to sign on campaign opposing AB 650
 - c. BOD Approves request for Letter Opposing H.R.3:**
 - i.** Letter to Congresswomen Eshoo and Speier regarding [H.R.3: Elijah E. Cummings Lower Drug Costs Now Act](#) opposition based on [impact to the biotechnology industry](#)
 - ii.** In addition, SAMCEDA plans on sending a copy of letter to five communities that will see the significant impact of H.R.3: South San Francisco, San Carlos, Redwood City, Foster City and Burlingame
 - d. Board Supports - Letter of Support**
 - i.** Letter requesting that Lane Partner's 1900 Broadway Project be included in Gatekeeper Process for further study
 - e. 1900 O'Farrell lease update**
 - i.** In negotiations with current building landlord
 - ii.** SAMCEDA toured different office spaces in San Mateo



f. Executive Committee meeting overview

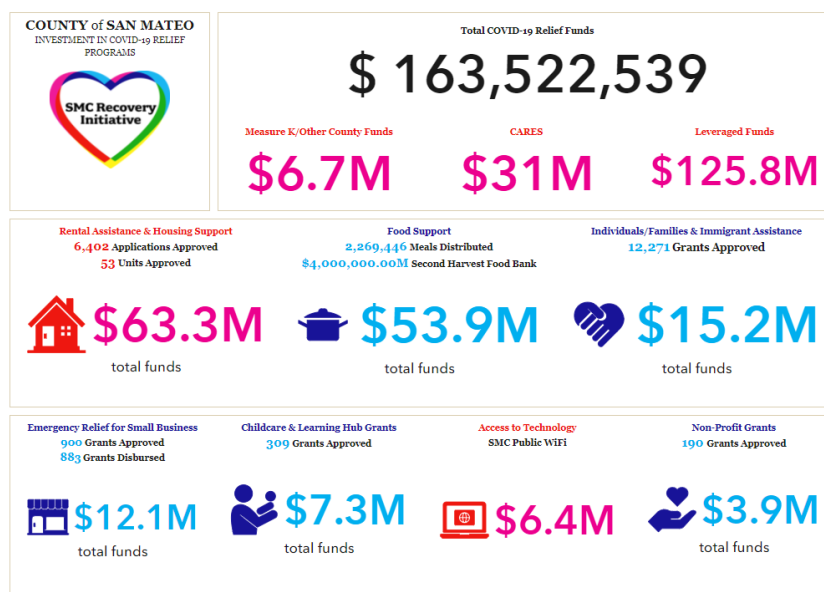
Sherri Sager, *SAMCEDA Executive Committee Chair*

- i. The Executive Committee acknowledges the work and efforts of SAMCEDA during the pandemic and supports bonuses for FY 20 - 21 and raises for FY 21 - 22 (which are to be included in June FY 20 - 21 budget review and proposed budget FY 21 - 22)
- ii. Ended the year significantly stronger financially than originally budgeted highlighting the influence and role SAMCEDA has played during the past year

V. COVID-19 Initiatives

a. Outreach

- i. SAMCEDA continues to do outreach efforts and information dissemination on compliance, grants, vaccine roll-out, and recovery initiatives
- ii. To chair the County's [*Immigration Integration & Inclusion Strategic Planning Committee's*](#) *Economic Development Subcommittee* with the Grove Foundation on Wednesday, May 26th at 10:00AM and participate in subcommittees
- iii. CEO Foust will meet with County Deputy Manager Iliana Rodriguez and San Mateo County Event Center's CEO, Dana Stoehr, to discuss plans on providing free personal protective equipment (PPE) for small businesses in San Mateo County
- iv. *County of San Mateo Investment in COVID-19 Relief Programs* graphic can be found in the [*San Mateo County Recovery Initiative website*](#)



(Graphic updated as of May 17, 2021)

**b. San Mateo County Strong Fund**

- i. The [Restaurant, Brewery & Winery Relief Grants](#) distributed \$10,000 grants to restaurants, breweries, and wineries to over 250+ RBW's in San Mateo County and the City of Palo Alto as mentioned in the County of San Mateo's recent [press release](#) on program
 - Reaching out to cities and towns in San Mateo County for additional funding who are oversubscribed
 - ii. Assisting establishments with document upload and questions through hotline support
- a. Participated in various events and to host upcoming American Leadership Forum webinar
 - b. Daily newsletters and social media updates

VI. SAMCEDA and Partner Events

- a. SAMCEDA to host [American Leadership Forum: Connect. Inspire. Transform.](#) webinar with American Leadership Forum Silicon Valley CEO, Suzanne St. John-Crane, on Thursday, May 20th from 12:00PM – 1:00PM

VII. Ongoing Business & Policy Updates

- a. **Peninsula Mobility Group Update**
 - i. Tracking transportation projects through *Peninsula Mobility Group*
- b. **Repealing the SALT Caps**
 - i. SAMCEDA signed on coalition letter regarding repealing the *SALT Caps*
- c. **Marketing & Communications Update**
 - i. Ensuring the business community in San Mateo County receives timely COVID-19-related information and updates through presentations, newsletters, and social media

VIII. Board Member Discussion and Reports

- a. The Board congratulates Mario Puccinelli's new role as Recology's Chief Operating Officer
- b. Chair Sager and Board Member Singh encourages everyone to get the COVID-19 vaccine

IX. Adjourn (9:25AM)

Next SAMCEDA Board Meeting:

Wednesday, June 16, 2021 at 8:30AM



Public Policy Committee

Steve Mincey - SAMCEDA Board Member/*Public Policy Committee* Chair
Tuesday, June 8, 2021 at 8:00AM

Public Policy Committee Minutes

Present: Antonio, Bautista, Branch, Busch, Coffey, Cowan, Del Bene, De La Peña Medina, Dentler, Farooq, Foust, Gutierrez, Green, Hartenstein, Hershman, Jabba, Jacobs, Kramer, Krupka, Lee, Llamas, Mapelli, Mincey, Ocañada, Rendon, Seara, Stoliar, Webster

I. Call Meeting to Order (8:02AM)

II. Review Agenda / Additions

III. San Mateo County Immigrant Integration & Inclusion Strategic Plan

(PRESENTATION AVAILABLE UPON REQUEST)

Jasmine Hartenstein - Immigrant Services Coordinator, *Office of Community Affairs, Immigrant Services, County of San Mateo*

Jennifer Llamas - Immigrant Services Coordinator, *Office of Community Affairs, Immigrant Services, County of San Mateo*

1. The [Gateways for Growth Challenge](#) is a competitive opportunity for localities to receive research support and technical assistance from [New American Economy](#) and [Welcoming America](#) to improve immigrant inclusion in their communities
 - a. San Mateo County is one of 19 localities that was awarded:
 - i. *Technical Assistance* - aims to establish the *Immigrant Integration Strategic Plan* for San Mateo County to implement in January 2022
 - Plans developed are working documents meant to be changed and adapted over time
 - ii. *Tailored Research* - September 2021 release of a research report
 - b. Will highlight immigrant resident profiles based in San Mateo County
2. The County's [Office of Community Affairs' Immigration Team](#) will be spearheading this initiative
 - a. Will follow the guidelines of the strategic welcoming plan structure through: partner collaboration, needs assessment, community engagement/input, and compiling feedback/input/data in a strategic plan
 - i. Plans developed are working documents and meant to be changed/adapted over time
 - b. This initiative will follow the County's successful Census efforts through a *Collaborative Framework Structure*:
 - i. Executive Team (County Manager/Board of Supervisors)



- ii. Steering Committee (representatives from government, education, business community, housing, etc.)
- iii. Community Engagement Teams
- c. The *Community Engagement Teams* consists of local expertise and trusted messengers in the communities with five subcommittee categories: *Community Connectedness & Engagement, Economic Development, Education Opportunities & Outcomes, Equitable Access to Services, and Safe Communities*
 - i. SAMCEDA and The Grove Foundation, will be co-chairing the *Economic Development* subcommittee
- d. Ways the business community can participate:
 - i. Provide expertise and feedback on a business engagement survey
 - ii. Help distribute the survey throughout San Mateo County for local businesses to take
 - iii. Help engage our immigrant residents to participate in the survey
 - iv. Provide information and details on your community engagement efforts
 - v. Connect the Immigrant Services team with immigrant residents who should be highlighted on the report

IV. COVID-19 Update - Economic Recovery

(PRESENTATION AVAILABLE UPON REQUEST)

Rosanne Foust - President & CEO, SAMCEDA

1. Since the pandemic was declared in March of 2020, SAMCEDA continues to provide the San Mateo County community with important information and resources through: daily newsletters, campaigns, social media, webinars and more
 - A. Joined the County's [*San Mateo County Recovery Initiative*](#) by participating in its *Recovery Coordination Council, Vaccine Communications & Equity Working Group*, and other committees
2. In partnership with the County of San Mateo, SAMCEDA provided an instrumental role with establishing the [*San Mateo County Strong Fund*](#) by spearheading its small business grant program and assisted with raising millions of dollars through city, public and private funding and donations
 - a. Since then, SAMCEDA has partnered with local organizations such as Renaissance Entrepreneurship Center, Chan Zuckerberg Initiative, and the Chamber San Mateo, to develop new grant programs: Restaurants, Breweries, and Wineries Relief Program and Digital Tools and Training Grants
3. SAMCEDA continues to work with local partner organizations such as Renaissance Entrepreneurship Center, NOVAworks, Peninsula Chinese Business Association, the local Chambers and more to provide support to our small business community



V. Legislative Update

A. Joan Dentler - Office of State Senator Josh Becker

1. Deadline for all bills to be completed in their house of origin was Friday, June 4, 2021
2. Deadline for Governor to have budget is Tuesday, June 15, 2021
3. [SB 596](#) - Greenhouse Gases: Cement and Concrete Production
4. [SB 68](#) - Building Electrification and Electric Vehicle Charging
5. [SB 503](#) - Voting: Ballots and Signature Verification
6. [SB 779](#) - California Workforce Innovation Opportunity Act: Earn and Learn Programs
7. [SB 778](#) - Planning and Zoning: Accessory Dwelling Units: Mixed-Use or Multifamily Structures
8. The Office of State Senator Josh Becker continues to help constituents with [Employment Development Department \(EDD\)](#) questions and issues

B. Mario Rendon - Office of Assembly Speaker pro Tem Kevin Mullin

1. The Office of Assembly Speaker pro Tem Kevin Mullin continues to help constituents with [Employment Development Department \(EDD\)](#) questions and issues
 - a. Due to the influx of EDD cases, the state will grant additional hires to solely focus on EDD cases for the Assemblymembers' throughout California
2. Current proposed budget
 - a. \$8.1B for Golden Gate Stimulus round 2
 - b. Additional \$1.5B in small business grant program
 - c. Additional \$1B for wildfire prevention and response
 - d. \$3.7B to address drought issues
 - e. \$6.7B climate resiliency
 - f. \$7B multi-year broadband infrastructure
 - g. \$3B transportation infrastructure for projects that can be completed before 2028
 - h. Additional \$2B for streets and highway projects
 - i. \$1.75B for affordable housing
3. [AB 1500](#) - Safe Drinking Water, Wildfire Prevention, Drought Preparation, Flood Protection, Extreme Heat Mitigation, and Workforce Development Bond Act of 2022
4. [AB 897](#) - Office of Planning and Research: Regional Climate Networks: Climate Adaptation Action Plans



VI. SAMCEDA and Partner Events

1. San Mateo County Fair at the San Mateo County Event Center ends on Sunday, June 13th
2. Upcoming events in the fall will include:
 - a. SAMCEDA and Chamber San Mateo County's *Birdies for Business* fundraiser scheduled on Monday, September 20, 2021 at the Stanford Golf Course in Stanford
 - b. Chamber of San Mateo County's [Progress Seminar](#) scheduled from Friday, October 15 – Sunday, October 17, 2021 at the Hyatt Regency Sonoma Wine Country in Santa Rosa

VII. Updates from the Committee

VIII. Adjourn (8:57AM)

Next Public Policy Committee Meeting:

Tuesday, August 10th at 8:00AM - 9:00AM



Housing, Land Use and Transportation Committee

Ariane Hogan - SAMCEDA Board Member/*HLUT Committee Chair*

Tuesday, June 8, 2021 at 12:00PM

Housing, Land Use and Transportation (HLUT) Committee Minutes

Present: Anichini, Antonio, Baker, Busch, Chatikul, Cowan, Ford, Foust, Green, Hogan, Jabba, Jacobs, Jimenez, Knauf, Krupka, Lee, Low, Martinez, Norris, Ocañada, Parmer-Lohan, Rudolph, Severson, Tejada, Torres, Wolter, Yamamoto

I. Call Meeting to Order (12:02PM)

II. Review Agenda / Additions

III. CAA State and Local Update

(PRESENTATION AVAILABLE UPON REQUEST)

Rhovy Lyn Antonio - Senior Vice President, Local Public Affairs, *California Apartment Association*

1. [California Apartment Association \(CAA\)](#) was founded over 80 years ago to provide services to rental housing industry focusing on three components: *advocacy, compliance, and insurance*
2. [Housing Industry Foundation \(HIF\)](#) was founded by CAA Tri-County members
 1. Local owners and operators in San Mateo and Santa Clara counties who either live and/or have their companies headquartered in the two counties
 2. HIF programs include:
 - a. *Homeless Prevention Program* - emergency assistance grants, shelter renovation and affordable housing initiatives
 - i. Shelter and transitional housing renovations are voluntary-based and are at no-cost to the beneficiary
 1. Examples include: Caminar (outdoor garden) and St. Francis Center in Redwood City
 - ii. Originally created by the leaders of the rental housing industry to leverage their network, they receive donations from multi-industries (e.g. landscaping, plumbing, electric, and more)
 - b. *Emergency Housing Funds* - provides grants to local families through local community partnerships (Abode Services, Samaritan House, CORA, and Fair Oaks Community Center)
3. Currently serves as the nation's largest statewide trade group representing owners, investors, developers, managers and suppliers of rental homes and apartment communities
 1. Represents over 60,000 rental housing owners and industry professionals



2. Over 70% of CAA members are independent rental housing owners
3. Single-family home rental owners to large national companies
4. COVID-19 and Impacts at CAA
 1. CAA transformed to hub of information for rental housing providers
 - a. In-person meetings, classes, workshops transitioned online to comply with *Shelter-in-Place* mandates
 - b. High demands for compliance and educational services
 - c. Proactively issued guidance on rent increases, terminations, rent collections, and accommodation to renters
 2. COVID-19 resources featuring
 - a. *What You Need to Know* links
 - b. *Where to Get Assistance* links
 - c. *Letters and Agreements* templates
 - d. *News alerts* sign-up form
 3. Local and statewide eviction moratoria
 - a. [AB 3088](#) / [SB 91 COVID-19 Tenant Relief Act \(CTRA\)](#)
 - i. Limits evictions for non-payment of rent due to COVID-19 financial distress and then signed by Gov. Newsom as urgency measures and took effect immediately in August 2020
 - ii. Prior to the law, local jurisdictions passed a quilt of moratoria which differed from one jurisdiction to another adding to the web of regulations to navigate
 - b. Statewide [Emergency Rental Assistance Program \(ERAP\)](#)
 - i. Feature of SB 91 signed into law by Gov. Newsom on January 29, 2021
 1. 80% of accrued rental debt from April 2020 – March 2021
 2. San Mateo County allocated \$47M to be administered by State
 - ii. CAA prioritized outreach, education, recruitment, and application for *ERAP* through resources and webinars
5. What's ahead for CAA
 1. Focus on ERAP utilization and distribution of funds
 - a. San Mateo County has \$24M rent requested but only \$1.5M paid out since program launch in March 2021
 - b. Advocating support for program improvements
 - i. Removing barriers from applying by evaluating eligibility restrictions
 - ii. Support for Gov. Newsom intent increase rental reimbursements from 80% to 100%
 - iii. Path to assist rental housing owners with incomplete application
 2. Advocating on behalf of members during economic recovery



3. [SB 778](#) - *Planning and Zoning: Accessory Dwelling Units: Mixed-Use or Multifamily Structures*
 - a. CAA sponsored bill
 - b. Will clarify state law that allows building owners to convert the commercial portion of their mixed used buildings to residential, using the state's accessory dwelling unit law
 - i. Currently awaiting hearing in the *Assembly Housing & Community Development Committee*

IV. **Thomas James Homes Overview**

(PRESENTATION AVAILABLE UPON REQUEST)

Deanne Green - Director of Community Development, *Thomas James Homes*

1. [Thomas James Homes \(TJH\)](#) offers homebuyers a new home experience in an established neighborhood by purchasing empty lots and/or renovating an outdated home into a modern home (tailored to the homebuyer's preferences)
 1. TJH Solutions
 - a. *Build on Your Homesite* - stay where you are but update the property with a brand new home
 - b. *Buy and Build* - purchase a TJH homesite and work with in-house team to build a dream home
 - c. *Build on Our Homesite* - build a new home in one of their homesites located in the best neighborhoods in the area
 2. As the largest single-lot, new home replacement builder in the Bay Area
 1. To date, TJH has purchased over 110 homes and plans on delivering 87 homes this year
 - a. Priced at the markup value and similar homes in the area, ranging from \$2M - \$6M
 - b. Streamlined process with a 7 - 10 months' project timeline
 - c. Planning on expanding into accessory dwelling units (ADUs)
 2. Currently building in select neighborhoods:
 - a. San Jose, Campbell, Cupertino, Sunnyvale, Mountain View, Palo Alto, Menlo Park, Redwood City, and San Carlos
 3. Planning on expanding into new cities:
 - a. Fremont, Milpitas, Los Altos, San Mateo, Belmont, and Burlingame
 3. Actively engaged with the cities, the neighborhoods, associations and local organizations in the community

V. **Legislative Update**

A. Elmer Martinez - *Office of Assembly Speaker pro Tem Kevin Mullin*

1. Deadline for all bills to be completed in their house of origin was Friday, June 4, 2021
2. Deadline for Governor to have budget is Tuesday, June 15, 2021



3. [AB 464](#) - *Enhanced Infrastructure Financing Districts: Allowable Facilities and Projects*
4. [AB 476](#) - *Department of Transportation: State Highways: Transit Bus Pilot Program*
5. [AB 1029](#) - *Housing Elements: Prohousing Local Policies*

VI. SAMCEDA and Partner Events

1. San Mateo County Fair at the San Mateo County Event Center ends on Sunday, June 13th
2. Upcoming events in the fall will include:
 1. SAMCEDA and Chamber San Mateo County's *Birdies for Business* fundraiser scheduled on Monday, September 20, 2021 at the Stanford Golf Course in Stanford
 2. Chamber of San Mateo County's [Progress Seminar](#) scheduled from Friday, October 15 – Sunday, October 17, 2021 at the Hyatt Regency Sonoma Wine Country in Santa Rosa

VII. Updates from the Committee

VIII. Adjourn (12:55PM)

Next HLUT Committee Meeting:

Tuesday, August 10th at 12:00PM - 1:00PM



2021 - 2022 Official Ballot
Election of Board of Directors

Please Return Ballots by Friday, June 11, 2021

E-mail: locanada@samceda.org - **Mail:** 1900 O'Farrell Street, Suite 380 | San Mateo, CA 94403

Name	
Company	
Signature	
Date	

☐ I elect the slate as presented.

NOMINATIONS FOR BOARD OF DIRECTORS
Term July 1, 2021 – June 30, 2024

☐ Emylene Aspillá, *San Francisco International Airport*

☐ Paul Casias, *My-Business-Advisor*

☐ Mike Bangs, *Oracle USA, Inc.*

☐ Niraj Singh, *Kaiser Permanente*

☐ Frank Bartaldo, *Heritage Bank of Commerce*

☐ Robert Webster, *Bohannon Development Company*

☐ Elaine Breeze, *SummerHill Housing Group*

DIRECTOR'S TERMS THROUGH JUNE 2022

- Norm Book, Jr., *Carr McClellan*
- Ken Busch, *Sares | Regis*
- Shelley Doran, *Webcor*
- Rick Knauf, *Colliers International*
- Frank Petrilli, *Coblentz Patch Duffy & Bass*
- Ashley Stanley, *BKF Engineers*
- Lucy Wicks, *Stanford University*

DIRECTOR'S TERMS THROUGH JUNE 2023

- William Graham, *Dignity Health Sequoia Hospital*
- Carol Donnelly, *Embarcadero Capital Partners*
- Ariane Hogan, *Genentech*
- Steve Mincey, *DES Architects + Engineers*
- Mario Puccinelli, *Recology*
- Sherri Sager, *Lucile Packard Children's Hospital Stanford*
- Jonathan Scharfman, *Consultant*
- Sunil Pandya, *Wells Fargo*

PLATINUM CHAIRMAN'S CIRCLE MEMBERS

- ◆ Bay Meadows Land Company ◆ BKF Engineers ◆ Bohannon Development Company
- ◆ County of San Mateo ◆ Facebook ◆ Genentech ◆ Google ◆ Jay Paul Company
- ◆ Lucile Packard Children's Hospital Stanford ◆ Oracle USA, Inc. ◆ PG&E
- ◆ Recology San Mateo County ◆ SamTrans/Caltrain ◆ San Francisco International Airport
- ◆ San Mateo County Community College District ◆ Sequoia Hospital, a Dignity Health Member
- ◆ Stanford University ◆ Webcor ◆ Wells Fargo



California Apartment Association



SB 778 (Becker) **Planning and Zoning: Accessory Dwelling Units** **Please Vote Aye**

On behalf of the members of the California Apartment Association, we respectfully request that you vote AYE on SB 778 when it comes before you on the Senate Floor.

SB 778 would boost housing production by clarifying that local governments are required to ministerially approve accessory dwelling unit (ADU) conversions of commercial and retail space for multifamily properties within a mixed-use zone.

California is facing an unprecedented housing crisis caused by a severe lack of new housing construction at all levels. To address California's ongoing affordability challenges, housing production must increase dramatically. ADU's are a valuable source of affordable housing.

The Legislature revised the ADU law in 2016 to address some of the barriers to ADU creation that local governments had adopted. In 2019, the Legislature passed AB 68 to require a local agency to ministerially approve a building permit application within a mixed-use zone for mixed-use or multifamily buildings if that permit would create multiple ADUs within existing spaces that are not used as livable space.

SB 778 clarifies existing law to provide that a local agency must approve an application that would create accessory dwelling units within an existing mixed-use or multifamily building.

The California Apartment Association is the largest statewide rental housing trade association in the country, representing over 50,000 single family and multi-family apartment owners and property managers who are responsible for over 2 million affordable and market rental units throughout the State of California.

We thank you for your consideration.





IN BRIEF

SB 778 would clarify existing law to provide that a local agency must approve an application that would create accessory dwelling units (“ADUs”) within an existing mixed-use or multifamily building.

BACKGROUND

Since 1982 the Legislature has identified ADUs, also known as second units, in-law apartments, or “granny flats,” as a valuable form of housing for family members, students, the elderly, in-home health care providers, the disabled, and others, at below market prices within existing neighborhoods.

The Legislature revised the ADU law in 2016 to address some of the barriers to ADU creation that had been adopted by local governments. Then in 2019, the Legislature passed AB 68 that, among other things, amended subdivision (e) of Section 65852.2 of the Government Code (“Section 65852.2”) to require a local agency to ministerially approve a building permit application within a mixed-use zone for mixed-use or multifamily buildings if that permit would create multiple ADUs within existing spaces that are not used as livable space. That law provides an illustrative, but not exhaustive list, of non-living spaces that includes storage rooms, boiler rooms, attics, basements, or garages.

Although Section 65852.2 does not expressly use the words “commercial or retail space” as part of the illustrative list of convertible non-livable space, the entire section relates to multifamily and mixed-used properties located in mixed-use zones, which was intended to mean that all non-livable (e.g., commercial and retail) spaces within those properties are eligible for an ADU conversion. A reasonable interpretation of existing law concludes that commercial or retail space is eligible for ministerial approval of an ADU conversion because those spaces are non-living spaces within a building zoned for mixed-use.

THE PROBLEM

Unfortunately, a number of California jurisdictions have failed to interpret Section 65852.2(e)’s provisions to require ministerial approval of ADU conversions of commercial and retail space for multifamily and mixed-use properties within a mixed-use zone as provided by AB 68.

Clear guidance on the right of an owner in these buildings to create additional residential living spaces is vital to fulfill California’s stated goal to increase housing supply. One of the quickest ways to ease California’s housing burden is to increase the number of ADUs.

THE SOLUTION

SB 778 would specify that a local agency is required to permit an ADU within an existing mixed-use or multifamily structure, and that the ADU may be constructed within portions of the structure used for commercial space, industrial space, retail space, or any other vacant space if each unit complies with state building standards for dwellings. The bill would further revise these provisions by requiring that the local agency allow up to 25% of the number of existing multifamily dwelling units to be converted to accessory dwelling units.

The COVID-19 pandemic has caused unprecedented delays, disruptions, and uncertainty on construction projects. Travel restrictions, social distancing, and quarantines are necessary but increasingly disrupting supply chains, contractor workforces, and governmental personnel’s availability for project inspections, with resulting delays and increased costs. While California has continued to allow for construction activities during this pandemic, various local governments within the state have adopted different and, at times, more restrictive guidelines limiting ongoing construction to housing.

SUPPORT

California Apartment Association (Sponsor)

FOR MORE INFORMATION

Caitlin Armstrong

(916) 759-7931

caitlin.armstrong@sen.ca.gov

Biocom Factsheet for SAMCEDA

June 10, 2021

Overview

Biocom California was founded in 1995 and supports the CA life science industry through our staff and offices in San Diego, Los Angeles, South San Francisco, Washington, DC and Tokyo. We have 1,400+ members in our association and they range from the largest global pharma companies to the smallest biotech startups. We support them through Advocacy, Capital Development, Community Networking, Workforce Development and Savings Programs. Attached is an overview deck for your reference, and feel free to share it with others in your organization who may benefit from it.

In the bay area, we represent about 550 companies – large and small – located all around the bay, with many in San Mateo County.

Advocacy and Public Policy

Biocom California supports the CA life science industry on Federal, State and Local policy initiatives. We have staff in DC, and our Chief Policy Officer, Jimmy Jackson, manages our state policy efforts. At the local level we work with cities, counties and regulatory agencies, as well as economic development groups such as Bay Area Council, East Bay EDA and local chambers.

Capital Development

We host an annual Global Partnering Conference where our members can connect with strategic partners and investors and discuss collaboration opportunities. We also host a number of other events to facilitate investing opportunities for our members and industry investors.

Community

We host approximately 200 events annually as a means to connect our members to each other for peer-to-peer networking, best practice sharing and professional development. You can see our current upcoming [events here](#) and our [committees here](#). Our committees are open to members only.

Workforce Development

Our [Biocom Institute](#) is a stand-alone 501c3 that focuses on STEM education and workforce development. We facilitate a number of initiatives for K-12 STEM educator and student development, internships and workshops for universities and colleges, a career portal called [CareerLab](#), a veterans initiative and a number of other workforce related projects.

Savings Programs

Biocom California leverages the buying power of our 1,400+ members to negotiate discount programs for commonly used products and services. Our signature programs are with partners Thermo Fisher Scientific, FedEx and a health insurance trust called Beyond Benefits. You can see the portfolio [here](#).

Membership

As I noted on the phone, we'd be amenable to discussing a Trade Membership with SAMCEDA. If this is of interest, please let me know and I can provide further details on how we work with other similar organizations.



COSTLY.
DANGEROUS.
INEQUITABLE.

Measure would force significant cuts to vital health care services and increase health care costs by more than \$7 billion.

Assembly Bill 650 (Muratsuchi) is costly, dangerous and inequitable. AB 650 would impose well over \$7 billion in unfunded costs on public and private community clinics and hospitals, safety net providers, doctors, skilled nursing facilities and other health care providers. These massive cost increases will force dangerous cuts to vital health care services and safety net services. AB 650 mandates extra pay bonuses for certain health care workers but excludes millions of other essential workers. Here's why a broad coalition of community clinics, hospitals, doctors and other providers are strongly opposed to AB 650.



HEALTH CARE WORKERS HAVE BEEN RECOGNIZED AND REWARDED AS FRONTLINE HEROES.

- Health care workers are indeed heroes. That's why community clinics, hospitals, physician offices and other providers have gone to great lengths, spending hundreds of millions of dollars to reward and support health care workers during the pandemic. These efforts include providing:
 - Bonuses and pay increases
 - Extended leave
 - Temporary housing
 - Childcare services and subsidies
 - Wellness and counseling support
 - Safety precautions
- In addition, health care providers have taken extraordinary steps to ensure workers are safe on the job. This includes comprehensive screenings of staff, visitors, and patients; increasing PPE inventory; deep cleaning procedures; cohorting of patients and workers; and holding vaccine clinics for employees.
- The recent amendments to AB 650 that purport to allow health care providers to offset these investments are completely insufficient and fail to account for the vast majority of investments providers have made to support and reward workers.





AB 650 COULD FORCE DEEP CUTS TO VITAL HEALTH CARE SERVICES – SHUTTERING PUBLIC AND PRIVATE CLINICS, HOSPITALS AND OTHER PROVIDERS AND JEOPARDIZING SAFETY NET SERVICES.

- Many health care providers are already struggling financially. **Hospitals, clinics and other providers have lost billions** as a result of increased obligations during the pandemic and decreased revenues. According to a new report, California hospitals alone lost more than \$14 billion in 2020. Community clinics and public safety net providers are also struggling financially.
- Faced with more than \$7 billion in unfunded higher costs, many health care providers will be forced to make difficult decisions around **reducing worker hours, eliminating services or even shutting down altogether** – jeopardizing access to care at the worst possible time.
- The recent amendments adding in University of California and county hospitals and clinics will force cuts to safety net services and **hurt underserved patients most in need**.
- Especially as we emerge from the pandemic, we need to be investing and strengthening our health care safety net, not massively increasing costs that will decimate services.



AB 650 WOULD DRAMATICALLY INCREASE HEALTH CARE COSTS FOR PATIENTS BY WELL OVER \$7 BILLION.

- AB 650 would increase health care costs by well over \$7 billion at a time when we're trying to control health care costs. This more than **\$7 billion** in unfunded, unbudgeted expenses will result in **higher costs for consumers**, including **higher insurance costs, higher copays and higher deductibles**.
- According to the Assembly Appropriations Committee analysis, AB 650 will **increase costs to the state's Medi-Cal program by "hundreds of millions"**, which could balloon to \$1 billion; would **increase costs to community clinics by more than \$500 million**; and would **increase hospital costs by nearly \$5 billion**.
- Recent Appropriations Committee amendments to add in University of California hospitals and clinics, county hospitals and clinics, as well as other safety net hospitals and clinics increase the legislation's costs by billions more.
- An increase in health care costs at a time when many Californians are suffering financial hardships will only widen the gaps in access to health care among low-income and disadvantaged communities.



AB 650 IS ARBITRARY AND INEQUITABLE.

- Under AB 650, Sacramento legislators will determine which essential workers are worthy of extra pay bonuses and which essential workers are not worthy.
- AB 650 **excludes millions of other essential workers including firefighters, paramedics, peace officers, transit workers, government employees, retail workers and others** who have played a vital role serving our communities during the past year.



COSTLY.
DANGEROUS.
INEQUITABLE.

We are a broad coalition of community clinics, hospitals, doctors, nurses, businesses, taxpayers and other providers opposed to AB 650, the dangerous and inequitable extra pay mandate. AB 650 mandates extra pay bonuses for some health care workers but excludes millions of other essential workers. AB 650 would impose more than \$7 billion in unfunded costs on public and private community clinics and hospitals, safety net providers, doctors, skilled nursing facilities and other health care providers.

HEALTH

- California Children's Hospital Association
- California Medical Association
- California Hospital Association
- BHC Alhambra Hospital
- Canyon Ridge Hospital
- Cedars Sinai
- Corona Regional Medical Center
- Fremont Hospital
- Los Robles Health System
- La Clinica De La Raza
- Mayer's Memorial Hospital District
- Mountain Communities Healthcare District
- Plumas District Hospital
- Southwest Healthcare System
- Tahoe Forrest Health System
- California Association of Health Facilities
- Association of California Healthcare Districts
- America's Physician Groups
- Assisted Home Health and Hospice
- California Association for Health Services at Home
- California Dialysis Council
- California Society of Dermatology and Dermatologic Surgery
- California Opioid Maintenance Providers
- California Radiological Society
- California Society of Pathologists
- California Urological Association
- California Association of Medical Products Suppliers
- Central California Partnership for Health
- Del Amo Behavioral Health System
- District Hospital Leadership Forum
- Pediatric Day Health Care Coalition

HEALTH (CONTINUED)

- Adventist Health
- American United Home Care
- Bayshire Senior Communities
- Good Samaritan Hospital
- Grossmont Post Acute Care
- Heritage Oaks Hospital
- John Muir Health
- Kaiser Permanente
- Kindred Hospitals – California
- LightBridge Hospice & Palliative Care
- Linda Valley Care Center
- Manning Gardens Care Center, Inc.
- Marshall Medical Center
- Modoc Medical Center
- Napa Post Acute
- New Generation Health Center
- Palmdale Regional Medical Center
- Regional Medical Center San Jose
- Riverside Community Hospital
- Scripps Health
- Seneca Healthcare District
- Sharp HealthCare
- Sierra Vista Hospital
- Temecula Valley Hospital
- Tenet Health
- United Hospital Association
- West Hills Medical Center
- Western Sierra Medical Clinic

SENIORS

- California Assisted Living Association
- LeadingAge California
- CalPACE

STOP AB 650!



COSTLY.
DANGEROUS.
INEQUITABLE.

LOCAL GOVERNMENT

- California Association of Joint Powers Authorities
- California Special Districts Association

BUSINESS & TAXPAYER

- California Business Roundtable
- California Chamber of Commerce
- California Taxpayers Association
- California Taxpayer Protection Committee
- Bay Area Council
- Danville Area Chamber of Commerce
- Elk Grove Chamber of Commerce
- Fresno Chamber of Commerce
- Greater Riverside Chamber of Commerce
- Greater San Fernando Valley Chamber of Commerce
- Long Beach Area Chamber of Commerce
- Los Angeles Area Chamber of Commerce
- Los Angeles County Business Federation
- North Orange County Chamber of Commerce
- Oxnard Chamber of Commerce
- Placer County Taxpayers Association
- San Mateo County Economic Development Association
- San Ramon Chamber of Commerce
- South Bay Association of Chambers of Commerce
- Torrance Area Chamber of Commerce
- Tri County Chamber of Commerce Alliance
- Valley Industry & Commerce Association

STOP AB 650!



EXECUTIVE COMMITTEE

Sherri Sager
Chair of the Board
Lucile Packard Children's Hospital Stanford

Ariane Hogan
Vice Chair
Genentech

Robert Webster
Vice Chair
Bohannon Development Company

Steve Mincey
Past Chair of the Board
DES Architects + Engineers, Inc.

Paul Casias
Vice Chair of Finance
My-Business-Advisor LLP

Elaine Breeze
Secretary
SummerHill Apartment Communities

Rosanne Foust
President & CEO
SAMCEDA

DIRECTORS

Emylene Aspilla
San Francisco International Airport

Frank Bartaldo
Heritage Bank of Commerce

Norman Book, Jr.
Carr McClellan

Ken Busch
Sares Regis Group of Northern California

Carol Donnelly
Embarcadero Capital Partners, LLC

Shelley Doran
Webcor

William Graham
Sequoia Hospital/A Dignity Health Member

Rick Knauf
Colliers International

Sunil Pandya
Wells Fargo

Frank R. Petrilli
Arent Fox LLP

Mario Puccinelli
Recology San Mateo County

Doug Reynolds
Kaiser Permanente

Jonathan Scharfman

Randy Smith
Oracle America, Inc.

Ashley Stanley
BKF Engineers

Lucy Wicks
Stanford University

EMERITUS ADVISOR TO THE CHAIR

T. Jack Foster, Jr.
Foster Enterprises

May 26, 2021

Honorable Congresswoman Anna Eshoo
U.S. House of Representatives, 14th District
272 Cannon House Office Building
Washington, D.C. 20515

Honorable Congresswoman Jackie Speier
U.S. House of Representatives, 18th District
2465 Rayburn House Office Building
Washington, DC 20515

Dear Honorable Congresswomen Eshoo and Speier,

On behalf of the Board of Directors of SAMCEDA, please first accept this sincere thank you for all you have done to support San Mateo County & its needs during the COVID-19 pandemic and your ongoing support as we navigate the long road to recovery. Your empathy, advocacy, and commitment is unparalleled and we are grateful.

These past 14 months have been eye-opening on many levels and SAMCEDA's role as a connector, convener, communicator, and champion for business at all levels has never been more important. We have seen first-hand how our region has been impacted both positively & negatively and are ready to meet the opportunities and challenges that lie ahead.

One of these challenges is why we are reaching out to you today. SAMCEDA is gravely concerned regarding the re-introduction in April of *H.R.3*, the *Elijah E. Cummings Lower Drug Cost Now Act*. Our opposition to this bill is directly tied to the impact it would have on the biotechnology industry that was birthed in San Mateo County and which so many of your communities and your constituents rely on today. The biotech industry in the Bay Area employs over 110,000 individuals, with slightly over half located in San Francisco, San Mateo and Santa Clara counties.

In San Mateo County alone, two prominent life science companies, Genentech and Gilead, are among the top 10 property tax payers in the County. To add further context, we have attached Biocom's *Economic Impact Report* for San Mateo and Santa Clara Counties.

In addition, here is a link to Genentech's commitment to the City of South San Francisco that I believe you will find informative: <https://www.gene.com/topics/ssf>.

The SAMCEDA Board of Directors acknowledges and is in agreement with the biopharmaceutical industry that there are serious problems with rising drug and healthcare costs in the United States, but we do not believe that *H.R.3* is the best path forward to solve the problem.

Of all the things we learned during the pandemic it is that our healthcare system has severe equity and access issues, neither of which is solved by *H.R.3*. Its adoption may only lead to greater divides as evidenced by countries with similar policies. There are fewer medicines developed, governments determine what medicines are worth investing in, to the detriment of physicians and patients, and wait times to receive medicines are significantly longer.

While nearly 90% of new medicines launched globally in the past decade are currently available to patients in the United States, only approximately half are available to patients in other developed countries including France and Canada.



EXECUTIVE COMMITTEE

Sherri Sager
Chair of the Board
Lucile Packard Children's Hospital Stanford

Ariane Hogan
Vice Chair
Genentech

Robert Webster
Vice Chair
Bohannon Development Company

Steve Mincey
Past Chair of the Board
DES Architects + Engineers, Inc.

Paul Casias
Vice Chair of Finance
My-Business-Advisor LLP

Elaine Breeze
Secretary
SummerHill Apartment Communities

Rosanne Foust
President & CEO
SAMCEDA

DIRECTORS

Emylene Aspill
San Francisco International Airport

Frank Bartaldo
Heritage Bank of Commerce

Norman Book, Jr.
Carr McClellan

Ken Busch
Sares Regis Group of Northern California

Carol Donnelly
Embarcadero Capital Partners, LLC

Shelley Doran
Webcor

William Graham
Sequoia Hospital/A Dignity Health Member

Rick Knauf
Colliers International

Sunil Pandya
Wells Fargo

Frank R. Petrilli
Arent Fox LLP

Mario Puccinelli
Recology San Mateo County

Doug Reynolds
Kaiser Permanente

Jonathan Scharfman

Randy Smith
Oracle America, Inc.

Ashley Stanley
BKF Engineers

Lucy Wicks
Stanford University

EMERITUS ADVISOR TO THE CHAIR

T. Jack Foster, Jr.
Foster Enterprises

When it comes to many serious or rare illnesses, Americans with these conditions do better than people in foreign countries. The average 5-year cancer survival rate in the United States is among the highest in the world. *H.R.3* threatens this progress.

In other countries, decisions made by government about what medicines are worth and which patients take priority, can be directly linked to inequities in their respective healthcare systems. Given the current gaps in health equity here in the U.S., *H.R.3* risks devastating consequences for many in our country, including the elderly, persons with disabilities and underserved populations in both urban & rural America.

It is our understanding that the biopharmaceutical industry is willing and ready to work with you and your colleagues to finding a path forward. They are committed to making healthcare more affordable & accessible in this country while preserving what is so unique and so vital about the U.S. system.

The U.S. must take a holistic approach to lowering patient costs while supporting medical innovation & ensuring and expanding Americans' access to the best treatments available.

The best solutions must focus on addressing challenges within the entire healthcare system including but not limited to: the pharmaceutical industry, insurance companies, hospitals, pharmacy benefit managers, the government, and others.

SAMCEDA supports the following initial ideas being brought forward to help tackle rising healthcare costs, including:

- responsible pricing actions;
- new pricing models that incentivize competition; and
- ensuring that savings generated in the system actually reach patients

America's biopharmaceutical companies are on the frontlines of developing treatments and vaccines not just for COVID-19, but also thousands of other debilitating and life-threatening conditions such as Alzheimer's, cancer, and dozens of other diseases.

America's biopharmaceutical industry works hand-in-hand with government agencies, universities and hospitals to develop life-saving vaccines and treatments. Adopting policies like *H.R.3*, will slow & jeopardize the strong collaborative research ecosystem system that fosters and supports medical innovation by further constricting investments in R&D, as well as undermining future medical innovation in the United States.

In closing we respectfully ask that you support and protect healthcare innovation in the U.S. and find a more equitable and long-term sustainable path forward that would not severely impact one of the largest life sciences clusters in the world here in the Bay Area and especially San Mateo County. Our economic recovery and future standing as the birthplace of bioscience innovation is at risk.

Sincerely,

Rosanne Foust - President & CEO, SAMCEDA



The largest sector by employment and establishments was
Research & Lab Services



\$686.9 million
in research funding from
National Institutes of Health
(NIH) for FY2019



1,603
Life Science
establishments

THE IMPACT OF LIFE SCIENCE IN SAN MATEO COUNTY AND SANTA CLARA COUNTY

"The Bay Area Peninsula" includes the two counties of San Mateo and Santa Clara. Peninsula companies in the Life Science Industry directly employed 72,294 people in 2019 with average annual earnings of \$263,188 per year in San Mateo and \$156,744 per year in Santa Clara. The industry supported 158,836 jobs in the region (direct/indirect/induced) in 2019 and generated \$68.5B in economic activity. The largest sector in the two counties by employment and establishments was Research & Lab Services, more than all the other sectors combined. Santa Clara County leads the Bay Area in number of Medical Device establishments.

Annual Economic Impact

	SAN MATEO	SANTA CLARA
Economic Activity	\$44.0B	\$24.5B
Market Value of Goods & Services	\$29.3B	\$16.0B
Total Jobs (direct/indirect/induced)	83,151	75,685
Labor Income (salaries/wages/benefits paid)	\$12.2B	\$9.5B

NIH Funding

California received more than \$4.59B in NIH funding in fiscal year 2019 with \$686.9M flowing to the Peninsula. San Mateo County garnered \$100.1M and Santa Clara County received \$586.8M.

Source: NIH (4/2020)

Subsector Employment & Establishments

	Employment in 2019		Establishments	
	SAN MATEO	SANTA CLARA	SAN MATEO	SANTA CLARA
BioRenewables Includes biofuels, specialty enzymes and chemicals, algae research, and key elements of agriculture.	194	373	11	30
Biopharmaceutical Manufacturing The production of medicines, botanicals, pharmaceuticals, in-vitro diagnostic substances, and biological products.	9,929	3,153	32	36
Medical Devices & Diagnostic Equip Laboratory equipment and supplies, optical instruments, electromedical apparatus, surgical and medical instruments, dental equipment and dental product producing laboratories.	2,149	10,293	101	249
Life Science Wholesale Wholesaling and distributing medical equipment and supplies, and the wholesaling of pharmaceuticals and related products.	866	2,128	75	156
Research & Lab Services R&D in biotechnology, related areas of nanotechnology, medical laboratories, and portions of industries representing testing laboratories, other R&D services, and higher education.	19,297	23,912	357	556
TOTAL	32,435	39,859	576	1,027

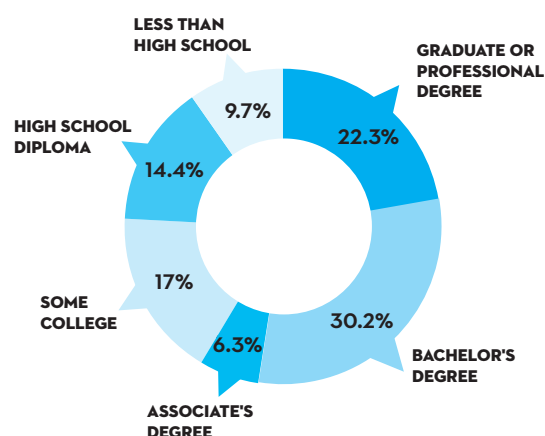
'Establishment' refers to an individual facility/physical location. Some firms have multiple locations, which would each be counted separately.

Subsector Average Wage (Wages by Sector & County)

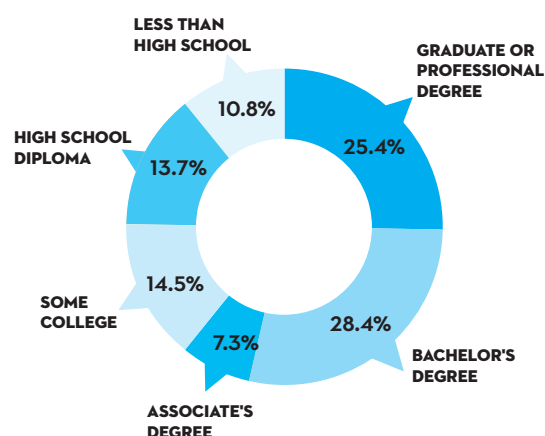
	BIORENEWABLES	BIOPHARMACEUTICAL MANUFACTURING	MEDICAL DEVICES & DIAGNOSTIC EQUIP	LIFE SCIENCE WHOLESALE	RESEARCH & LAB SERVICES	ALL LIFE SCIENCES
San Mateo	\$45,677	\$338,950	\$299,380	\$176,691	\$226,244	\$263,188
Santa Clara	\$63,069	\$196,684	\$181,802	\$184,445	\$139,738	\$156,774

Educational Attainment

SAN MATEO



SANTA CLARA



Policy Priorities for San Mateo and Santa Clara Counties

The Peninsula is home to the largest concentration of Life Sciences companies in the Bay Area. Many of them are engaged in Research & Lab Services and most of the region's Medical Device & Diagnostics companies are also located here. South San Francisco can be held up as a model for how government can support the growth of a Life Sciences industry cluster. Local elected officials publicly support industry growth, and land use and zoning tools have facilitated the development of more than 200 Life Sciences companies located in a dense area east of Highway 101 in SSF. Further south, Life Sciences companies are located throughout the Peninsula all the way to San Jose, with many companies in and around Palo Alto for proximity to Stanford University and the concentrated venture capital resources located there. The area is renowned for entrepreneurship and, increasingly, the area is giving rise to a number of connected health companies as the Life Sciences and traditional Silicon Valley technologies converge.

Our members on the Peninsula express concerns around affordable housing and connected transit systems; challenges that are evident throughout the Bay Area. Biocom has supported the recent expansion of Caltrain service to South San Francisco. As the Peninsula continues to develop, it is important to locate new housing developments in areas that are close to transit and amenities, in order to avoid additional traffic impacts and collocation issues.

For full report visit: www.biocom.org/eir

Biocom is the leader and advocate for California's life science sector. We work on behalf of more than 1,300 members to drive public policy, build an enviable network of industry leaders, create access to capital, introduce cutting-edge STEM education programs, and create robust value-driven purchasing programs.

This is a condensed summary of Biocom's 2020 California Economic Impact Report produced by Biocom and Clower & Associates.

For the full report please visit our website: www.biocom.org/eir

The 2020 Databook used the same industry and cluster categories as the 2019 Databook, however, comparisons with data from years before 2019 should be made with caution due to changes in industries definitions, analytical assumptions, and data sources. At the time this data is being prepared, the impact of the global pandemic of COVID-19 is unknown and we must caution readers to consider how current and near-term economic conditions may influence future industry growth.



EXECUTIVE COMMITTEE

Sherri Sager
Chair of the Board
Lucile Packard Children's Hospital Stanford

Ariane Hogan
Vice Chair
Genentech

Robert Webster
Vice Chair
Bohannon Development Company

Steve Mincey
Past Chair of the Board
DES Architects + Engineers, Inc.

Paul Casias
Vice Chair of Finance
My-Business-Advisor LLP

Elaine Breeze
Secretary
SummerHill Apartment Communities

Rosanne Foust
President & CEO
SAMCEDA

DIRECTORS

Emylene Aspilla
San Francisco International Airport

Frank Bartaldo
Heritage Bank of Commerce

Norman Book, Jr.
Carr McClellan

Ken Busch
Sares Regis Group of Northern California

Carol Donnelly
Embarcadero Capital Partners, LLC

Shelley Doran
Webcor

William Graham
Sequoia Hospital/A Dignity Health Member

Rick Knauf
Colliers International

Sunil Pandya
Wells Fargo

Frank R. Petrilli
Arent Fox LLP

Mario Puccinelli
Recology San Mateo County

Doug Reynolds
Kaiser Permanente

Jonathan Scharfman

Randy Smith
Oracle America, Inc.

Ashley Stanley
BKF Engineers

Lucy Wicks
Stanford University

EMERITUS ADVISOR TO THE CHAIR

T. Jack Foster, Jr.
Foster Enterprises

May 18, 2021

Honorable Mayor Diane Howard
City of Redwood City
1017 Middlefield Road
Redwood City, CA 94063

Dear Mayor Howard and Honorable Members of the City Council,

For seven decades, the San Mateo County Economic Development Association (SAMCEDA) has been a leading voice for the economic engine that is San Mateo County. SAMCEDA believes in the power of a strong economy driven by an appreciation of what that engine provides to our ecosystem on the Peninsula.

By working with employers of all sizes and industries, engaging with our public sector and our elected leadership, recognizing that we have 21 individual jurisdictions (20 cities and one county) and collaborating and communicating with the Chambers of Commerce, non-profit organizations and our educational institutions, SAMCEDA tackles the most difficult challenges through goal-oriented solutions.

I am writing to respectfully request that Lane Partners' 1900 Broadway redevelopment project be included in the Gatekeeper process that is on the Council agenda for Monday, May 24th, 2021. This is a high-quality, mixed-use project that will not only transform the 1900 Broadway block, but also reinvigorate the surrounding area and continue to improve Redwood City's downtown.

In particular, the project will help address the community's need for affordable housing by creating 70+ affordable housing units near transit and downtown retailers. Many of these units will be much needed 2-4 bedroom homes which can accommodate families with children. In addition to commercial office space, the project also includes 10,000 square feet of new retail space to attract best-in-class retailers as well as 11,000 square feet of public open space and community areas, including a community art space/gallery.

This mixed-use project will attract workers and residents to support the existing and future businesses in Redwood City's downtown and we encourage further study.

Sincerely,

Rosanne Foust
President & CEO, SAMCEDA