



CITY OF MONTCLAIR

ECONOMIC DEVELOPMENT

E-NEWSLETTER

November 2021



The City of Montclair Economic Development Department is committed to fostering entrepreneurship in our city. This month's newsletter highlights several County and State resources to assist business recovery from the economic impacts of the COVID-19 pandemic.

We encourage you to read on for more information.

Wishing your business success in the City of Montclair,

[Montclair Economic Development Team](#)

BUSINESS SPOTLIGHT

Calling all Montclair Businesses!

Looking for ways to promote your business? Montclair's Economic Development Team wants to hear from you!

Be featured in an upcoming edition of our *Montclair Economic*

Development E-Newsletter and on our social media platforms. It is your opportunity to share more about your business story, achievements, and new products and services.

To get on our business spotlight interest list, contact us at: econdev@cityofmontclair.org



LOCAL 'BUZZ'

Montclair Chamber of Commerce Monthly Networking Breakfast

Network with local entrepreneurs, business professionals, and community stakeholders from various industries representing the Montclair community.

- Showcase your business
- Meet new prospects
- Build relationships
- Connect with the community & City representatives

To receive information about the next Chamber of Commerce Networking Breakfast, contact the Montclair Chamber of Commerce at (909) 985-5104 or through email at info@montclairchamber.com.

[Montclair Chamber of Commerce Membership](#)



RESOURCES & FUNDING OPPORTUNITIES



COVID-19 Economic Injury Disaster Loan

A small business loan program supporting small businesses' recovery from the COVID-19 pandemic.



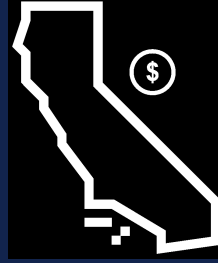
PPP Loan Forgiveness

Borrowers may be eligible for Paycheck Protection Program (PPP) loan forgiveness.



Loans For Your Small Business

Learn about available funding options and how to apply. Hear from a former underwriter the language of finance.



California Rebuilding Fund

The California Rebuilding Fund is offering low-interest loans to California's small businesses having been impacted by the pandemic and associated disruptions.



SBA Debt Relief

SBA offers debt relief to existing SBA loan borrowers whose businesses have been impacted by COVID-19.



Disaster Relief Fund Guarantees

Loan guarantees provided for the Disaster Relief Loan Guarantee Program help mitigate barriers to capital for small businesses that do not qualify for federal disaster funds, including businesses in low-wealth and immigrant communities.

TRAININGS & WEBINARS



Tactical Guerilla Facebook Marketing

Learn how to leverage Facebook to create a loyal customer base and increase direct sales without spending a dime on Facebook advertising. You will learn how to connect directly with your audience and leverage the power of personal communication.

- ☐ 03 NOV
- ☐ 12:00 PM - 11:00 AM
- ☐ [Register](#)

How to Start a Small Business

This introductory course will discuss informational topics such as Being an Entrepreneur, Business Planning, Small

- ☐ 03 NOV
- ☐ 6:00 PM - 7:00 PM

[Register](#)

[How to do Business with SBCCD](#)

Are you a contractor interested in learning about the bid opportunities available through the San Bernardino Community College District (SBCCD)?

In this webinar you will learn:

- Purchasing and Contract Services
- Current Purchasing and Contract Requirements

04 NOV
 10:00 AM - 11:00 AM
 [Register](#)

[2021 Year-End Tax Planning for Your Business](#)

In the final quarter of this challenging year, there is still time to take actions that can favorably impact your bottom line and your tax bill for 2021.

In this webinar you will learn:

- Year-end actions to reduce your 2021 tax bill
- Best business practices to avoid problems with the IRS
- Strategies for potential tax changes to come
- Necessary actions to get ready for 2022

04 NOV
 10:00 AM
 [Register](#)

[PPP Forgiveness](#)

The SBA's Orange County / Inland Empire District office invites you to learn more about the PPP forgiveness process. This webinar will include the latest guidance, eligibility, safe harbor rules, how to calculate your forgiveness amount, and form requirements. SBA will also conduct a Q&A session for attendees.

04 NOV
 2:00 PM - 3:00 PM
 [Register](#)

[OC Made - Small Business Saturday](#)

Are you interested in starting your own food business from your home kitchen? This workshop series will teach you step-by-step how to legally open and begin selling your homemade food directly to your customers and wholesale to other businesses in your community.

06 NOV
 9:00 AM - 3:00 PM
 [Register](#)

[Introduction to QuickBooks Online Webinar Series](#)

This webinar is the first and part of a three-part series designed for new or prospective QuickBooks Online (QBO) users who have questions about key processes and software functions. The series will offer an in-depth introduction to QuickBooks that will cover the key features of the accounting software and how to implement them into your overall accounting system.

08 NOV
 2:00 PM - 3:30 PM
 [Register](#)

[Data Fundamentals for Small Businesses](#)

If you are unsure how to begin or take the next step in your analytics journey, this talk will help you get started and improve how you use data.

By the end of this course, you'll understand:

- What you need to measure and what you can ignore
- How to set up efficient data systems
- How to leverage your new data

09 NOV
 10:00 AM
 [Register](#)

[Economic Injury Disaster Loan \(EIDL\), Targeted Advance, and Q&A](#)

Do you have questions regarding the Economic Injury Disaster Loan (EIDL) application process, EIDL increases, appeals, or reconsideration? Join this webinar for the latest updates to the EIDL, and get your questions answered!

10 NOV
 2:00 PM - 3:00 PM
 [Register](#)

[Thinking About Buying a Franchise, Now What?](#)

Franchising is more than just fast food and retail stores. Many individuals realize that franchise ownership could be the pathway to the American Dream.

In this webinar, you will learn about:

- Qualities of a sound franchise system
- Solidifying your financial plan
- Questions to ask franchisors and franchisees
- How to overcome roadblocks

- 11 NOV
- 10:00 AM
- [Register](#)

[How to Price for Maximum Gain](#)

One of the critical decisions is learning how to price your products and services, which is key to obtaining a competitive advantage and growing your bottom line.

This workshop will cover the following areas:

- Value Creation, Capture, and Sustainment
- Cost Versus Price
- Wholesale, Online, and Retail
- Value Proposition
- Perceived Value (Brand Presentation)
- Price Concepts (Sensitivity, Elasticity, Discrimination, Bundling, Structure)
- Discounts and Allowances
- Types of Pricing (Volume, Transactional, Cost Plus, Recurring, Line Item, Fixed, Variable, etc.)
- Price Competition Matrix
- Price Quality Quadrant Analysis

- 17 NOV
- 12:00 PM - 1:00 PM
- [Register](#)

[Use YouTube to Grow Your Business](#)

Learn best practices for creating a YouTube Channel and compelling video content that promotes your products and services and drives engagement with your brand.

- 18 NOV
- 9:00 AM - 10:00 AM
- [Register](#)

[Navigating Your Small Business through Financial Milestones](#)

From initial startup investments to deciding when is the right time to hire employees, business owners are constantly evaluating the impact of financial decisions.

Join financial expert Nadine Seivert as she discusses these topics and expands on advice and guidance to small businesses.

- 18 NOV
- 10:00 AM
- [Register](#)

[Incorporating Your Small Business](#)

The process of incorporating your business can be complex – what forms do you need, what processes will your new company need to follow to comply?

Presenter Attorney Gary Foltz has over 20 years of experience helping entrepreneurs incorporate their small businesses and will discuss forming a corporation, the various forms of organization, selecting the type of organization that's right for you, and answering your business planning questions.

- 18 NOV
- 10:00 AM - 11:30 AM
- [Register](#)

[A Look Into 2022](#)

Preparing for the coming year is good strategic planning. But what do the state and the federal government have in store for us regarding new compliance issues? This workshop will touch on essential changes that may affect your business operations.

- 24 NOV
- 10:00 AM - 11:30 AM
- [Register](#)

[Loans for Your Small Business](#)

Are you seeking funding for your small business, or have you been affected by COVID-19? Join us to learn about the funding options that are available to you, where to

- 30 NOV
- 10:00 AM - 11:00 AM

start, and how to qualify. Learn from a former underwriter the language of finance (cash flow, collateral, credit). Additionally, we will discuss current relief funding options related to the COVID-19 pandemic.

[Register](#)

[Work Smarter, Not Harder - High-Value Activities in Your Business](#)

Learn strategies that will help maximize work habits and productivity.

[30 NOV](#)

[10:00 AM](#)

[Register](#)



SBA Online Learning Center

U.S. Small Business Administration's (SBA) online learning programs are designed to empower and educate small business owners every step of the way.

Whether you're looking to start a small business or expand your current one, SBA's digital learning platform has everything you need to educate yourself on entrepreneurial best practices and available financing options.

SBA Learning Platform Courses:

- Plan: Research, plan, and document your ideas
- Launch: Turn your business plan into a reality
- Manage: Master day-to-day operations to run your business
- Market: Understand your competition and strategies to win customers
- Grow: Expand by finding new funding, customers, and locations

[Visit SBA's Learning Center](#)



ORANGE COUNTY
Small Business Development Center



U.S. Small Business
Administration

AVAILABLE COMMERCIAL PROPERTIES



FOR LEASE

9095 Central Ave - Montclair Promenade

Property Type: Retail/Freestanding

Building Size: 5,370 SF



FOR SALE

10805 Ramona Ave - Tommy's Express Car Wash

Property Type: Car Wash

Land Area: 0.88 AC

For more information, visit our [Economic Development Publications page](#).

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In cooperation with area brokers, Montclair's Economic Development Team can assist businesses interested in locating commercial, industrial, office, and vacant sites with online custom site searches within the City. Additionally, the City provides monthly reports, generated by CoStar Group, containing contact information for properties currently available for lease and purchase.

Customized property reports (please include property address) can be requested by email to tmartin@cityofmontclair.org.



ECONOMIC DEVELOPMENT DEPARTMENT

Our team is ready to assist with your business needs.

(909) 625-9474 | econdev@cityofmontclair.org

