

COUNTY OF SAN DIEGO - REQUEST FOR PROPOSALS (RFP 10674)
INDEPENDENT REDISTRICTING COMMISSION PUBLIC OUTREACH AND ENGAGEMENT SERVICES

PROPOSAL COVER PAGE (PC-600)

SUBMITTAL INFORMATION

Submit this Completed Form as the Cover Page of Your Proposal

DESCRIPTION

Request for Proposals (RFP) 10926	Independent Redistricting Commission Public Outreach and Engagement Services
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OFFEROR INFORMATION (TO BE COMPLETED BY OFFEROR)

Please Type or Print Clearly

BUSINESS INFORMATION

Asian Business Association San Diego

Company/Organization Name

7675 Dagget Ste Ste 340

San Diego CA 92111

Address

(858) 277-2822

Telephone Number

www.abasd.org

Website Address

()

Fax Number (optional)

REPRESENTATIVE AUTHORIZED TO SIGN OFFER

Jason Paguio

Authorized Representative Name

President & CEO

Authorized Representative Title

jason@abasd.org

Authorized Representative Email Address

(858) 277-2822

Authorized Representative Telephone Number

7675 Dagget Street Ste 340

San Diego CA 92111

Mailing Address

AUTHORIZED POINT OF CONTACT (POC)

(if different from Authorized Representative)

Rozanna Zane

POC Name

Administrator

POC Title

rozanna@abasd.org

POC Email Address

(619) 994-8687

POC Telephone Number

7675 Dagget Street Ste 340

San Diego CA 92111

POC Mailing Address

County communications to Offeror regarding this RFP will be sent to the POC. If no POC is provided, such communications will be sent to the Authorized Representative.

SIGNATURE

I certify under penalty of perjury under the laws of the State of California, that I am authorized to execute and submit this proposal on behalf of the Offeror listed above; that all of the RFP instructions and rules, exhibits, addenda, explanations, and any other information provided by the County, including but not limited to, the diligence material, has been reviewed, understood and complied with; and that all information in this submission is true, correct, and in compliance with the terms of the RFP.

Authorized Representative Signature

4/26/2021

Date

COUNTY OF SAN DIEGO - REQUEST FOR PROPOSALS (RFP 10674)
INDEPENDENT REDISTRICTING COMMISSION PUBLIC OUTREACH AND ENGAGEMENT SERVICES

Department of Purchasing and
Contracting

REPRESENTATIONS AND CERTIFICATIONS

The following representations and certifications are to be completed, signed and returned with the offer (the term "offer" includes bids, proposals, quotes or any other submission to provide goods and/or services).

1. BUSINESS TYPE

☐ For-profit ☒ Non-profit ☐ Government

Attach proof of status for Non-profit.

2. INTERLOCKING DIRECTORATE

In accordance with Board of Supervisors Policy A-79, if Offeror is a non-profit as indicated in paragraph 1 above, Offeror is required to identify any related for-profit subcontractors in which an interlocking directorate, management or ownership relationship exists. If Offeror is a non-profit and will be subcontracting with a related for-profit entity, Offeror must list all such entity(ies) on an attached separate sheet, and authorization must be sought from Board of Supervisors. If Offeror is a non-profit and does not submit such a list, Offeror certifies it has no and will not enter into a subcontract relationship with a related for-profit entity.

3. BUSINESS REPRESENTATION

Offeror represents as a part of this offer the following information regarding the ownership, operation, and control of its business:

3.1. Are you a local business with a physical address within the County of San Diego? ☒ Yes ☐ No

3.2. Are you certified by the State of California as a:

☐ Disabled Veteran Business Enterprise (DVBE)

Certification #: _____

☐ Small Business Enterprise (SBE)

Certification #: _____

3.3. Are you certified by the U.S. Dept Of Veterans' Affairs as:

☐ Veteran Owned Small Business (VOSB)

Certification # _____

☐ Service Disabled Veteran Owned Small Business (SDVOSB)

Certification # _____

3.4. Estimated percentage of work in this offer to be performed or fulfilled locally (within the geographic boundaries of the County of San Diego): 100 %

4. DEBARMENT, SUSPENSION AND RELATED MATTERS

4.1. Offeror hereby certifies to the best of its knowledge that neither it nor any of its officers:

4.1.1. Are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any federal department or agency.

4.1.2. Have within a three (3) year period preceding this agreement been convicted of or had a civil judgment rendered against them for commission of fraud or criminal offense in connection with obtaining, attempting to obtain, or performing a public (federal, state, or local) transaction or contract under a public transaction; violation of federal or state antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;

4.2. Except as allowed for in Section 4.2.4, Offeror hereby certifies to the best of its knowledge that neither it nor any of its officers:

4.2.1. Are presently indicted for or otherwise criminally or civilly charged by a government entity (federal, state, or local) with the commission of any of the offenses enumerated in paragraph 4.1.2 of this certification;

4.2.2. Have within a three (3) year period preceding this agreement had one or more public transactions (federal, state or local) terminated for cause or default;

4.2.3. Are presently the target or subject of any investigation, accusation or charges by any federal, state or local law enforcement, licensing or certification body.

4.2.4. If Offeror is unable to certify any of the facts set forth in Sections 4.2.1, 4.2.2 or 4.2.3, it certifies that it has listed on a separate sheet(s) attached to this Representations and Certifications each fact that it cannot certify and the reason it cannot do so. That information must include the specific relevant facts (date(s), contract(s) and individual(s) involved, status of action(s), and any other relevant information) that prevent it from making the requested certifications. The County reserves the right to disqualify an Offeror based upon information disclosed.

4.3. Offeror has a continuing duty to disclose information until contract award/execution and shall report in writing to the County Department of Purchasing and Contracting within five business days of knowing or have any reason to know any change in status as certified in the preceding paragraphs 4.1 and 4.2.

4.4. If Offeror or any of its subcontractors, agents or consultants, have previously contracted with the County to perform related work on this project (e.g. preparing components of the statement of work or plans and specifications for this project), Offeror shall identify those previous agreement(s) and submit that list along with the proposal. Other than as may be submitted on said list, Offeror certifies to the best of its knowledge that it and its proposed subcontractors, agents and consultants have not previously contracted with the County to perform work on or related to this project.

5. CURRENT COST OR PRICING

Offeror certifies to the best of its knowledge that cost and/or pricing data submitted with this offer, or specifically identified by reference if actual submission of the data is impracticable, are accurate, complete, and current as of the date signed below.

6. INDEPENDENT PRICING

Offeror certifies that in relation to this procurement:

6.1. The prices in this offer have been arrived at independently, without consultation, communication, or agreement, for the purpose of restricting competition, as to any matter relating to such prices with other offerors, with any competitors, or with any County employee(s) or consultant(s) involved in this or related procurements;

6.2. Unless otherwise required by law, the prices that have been quoted in this offer have not been knowingly disclosed by the Offeror and will not knowingly be disclosed by the Offeror prior to opening, in the case of a bid, or prior to award, in the case of a proposal, directly or indirectly to any other Offeror or to any competitor; and

6.3. No attempt has been made or will be made by the Offeror to induce any other person or firm to submit or not to submit an offer for the purpose of restricting competition.

7. TAX INFORMATION

The Offeror understands that prior to receiving a contract award from the County, the Offeror must submit a completed IRS W-9 form to provide a Federal Tax ID number, or if not available, to provide a Social Security Number (SSN).

CERTIFICATION

The information furnished in Paragraphs 1 through 7 and in the accompanying offer is certified to be factual and correct as of the date submitted and this certification is made under penalty of perjury under the laws of the State of California.

Name: Jason Paguio

Signature: _____

Title: President & CEO

Date: 4/26/2021

Company/Organization: _____

SUBMIT THIS FORM AS DIRECTED IN THE REQUEST FOR SOLICITATION DOCUMENTS OR WITH THE OFFER



Asian Business Association San Diego
7675 Dagget Street ste 340
San Diego CA 92111

RFP 10926 Proposal
Independent Redistricting Commission Public Outreach and Engagement Services

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Technical Exhibit (separate file)

Pricing-Payment Exhibit (separate file)

Media: AARP video (mp4)

The *Asian Business Association of San Diego* (ABASD) seeks to provide community outreach and engagement-building services to assist in the redistricting process to provide necessary public outreach and engagement services to insure appropriate public input and understanding of the redistricting process throughout the County of San Diego. ABASD has extensive experience in outreach and engagement through its highly successful programs such as the City of San Diego CARES Act Coronavirus Relief Fund Specialized Small and Disadvantaged Business Outreach and Technical Assistance Agreement and the Promote Inclusive Outreach and Education Across Businesses on Outdoor (Permit) Dining Temporary Policy Changes Program. The ABASD completed these agreements by collaborating with regional partners and community-based organizations to promote and present educational workshops, webinars, cultural events (online), technical assistance, business mentorship and advocacy.

Founded in 1990, the Asian Business Association of San Diego represents the interests of over 30,000 Asian Pacific Islander (API) owned businesses throughout San Diego County. ABASD believes in building sustainable communities through inclusive economic development and a qualified diverse workforce. As part of America's Small Business Development Center (SBDC) network, and the region's largest ethnic business association, ABASD offers educational workshops, technical assistance, business mentorship, and access to capital to minority-owned small and disadvantaged businesses, entrepreneurs and start-ups – in hard-to-reach communities. ABASD's programming consistently grows a unique client base through its business advisors and support staff dedicated to one-on-one, low to no-cost consulting.

Civically, ABASD is among the most influential API organizations countywide and is a leader in public policy and advocacy for an inclusive economy that works for everyone. ABASD is an integral part of a greater business coalition of industry associations and has built strategic partnerships with local, community-based organizations such as the Central San Diego Black Chamber of Commerce and the San Diego County Hispanic Chamber of Commerce and state organizations including the Cal Asian Business Chamber of Commerce, multiplying its message more effectively and with greater depth. Together with its partners, the ABASD has successfully advocated with the County of San Diego and City of San Diego for dedicated outreach and technical assistance to disadvantaged minority communities.

1. Minimum Requirements

- 1.1.1.** This statement is to confirm that all personnel of the Asian Business Association San Diego assigned to this project and the personnel of any subcontractor assigned to this project meets the requirements of Election Code Section 21551(d) and 21550(c)(4).
- 1.1.2.** This statement is to confirm the Asian Business Association San Diego's acceptance of the Draft Agreement and insurance requirements as presented in the RP.

2. Offeror's Personnel Experience and Qualifications

Below is a list of relevant projects of similar scope to that of the IRC's requirements undertaken by your firm within the past ten (10) years.

2.1.1. County of San Diego- COVID-19 Relief Small Business Triage Center

During the COVID-19 pandemic and economic crisis which ensued, the County of San Diego contracted the ABASD to provide immediate assistance to small businesses throughout the County of San Diego in every district. The ABASD business advisors offered small business owners help with applying for local and statewide assistance programs such as the County's

Stimulus Relief Program, The State's PPP grant and the City's COVID-19 Relief Program. Advisors were able to assist small businesses with preparing paperwork for the online applications for these relief grants, walk them step-by-step through the on-line process, receive the relief funds and any final reporting required. Through this program, the ABASD focused their outreach efforts on at-risk communities, Promise Zones, Opportunity Zones and LMI.

Social Artistry, LLC was a subcontractor hired to conduct all of the community outreach and marketing efforts. Dovetail Partners was a subcontractor hired to provide administrative assistance including financial and performance reporting.

The Asian Business Association has a strong working relationship with many community groups throughout San Diego County. The ABA understands community based organizations are the key to communicating and engaging hard-to-reach populations, ensuring all residents throughout the County have equal opportunity for participation in our programs. Community based organizations we have worked with includes:

- Central San Diego Black Chamber of Commerce
- San Diego County Hispanic Chamber of Commerce
- Convoy District Partnership

The Asian Business Association San Diego, including its subcontractors like Social Artistry, has decades of experience in grassroots community outreach and building across multi-cultural communities in San Diego. We have researched, analyzed, and executed effective outreach and reporting within project scopes for clients like the City of San Diego, County of San Diego, and local ethnic chambers of commerce. With a specialty within rural and urban areas, Social Artistry has outreached in over 20 regional zip codes (targeting at-risk communities, Promise Zones, Opportunity Zones, LMI) and engaged over 30 community-based organizations across the San Diego region. We also produce culturally sensitive media and marketing content with access to ethnic media in multiple languages including Mandarin, Spanish, Tagalog, Vietnamese and Korean and Japanese.

This program ran from 4/1/2021 through 3/30/2021

2.1.2. City of San Diego Economic Development Department- Specialized Outreach and Technical Assistance

As the Prime contractor, the Asian Business Association was contracted by the City of San Diego to run a Specialized Outreach and Technical Assistance program. Through this program the Asian Business Association reached out to small businesses throughout the city to educate them on the assistance programs offered by local, state and federal agencies and to provide technical assistance in applying for such relief.

Subcontractors included in the program by the ABASD include:

- Social Artistry, LLC- responsible for creating the specialized outreach program and coordinating all subcontractors and community-based organizations in their outreach efforts. Social Artistry was also responsible for creating print and digital media, in multiple languages including: English, Spanish, Korean, Mandarin, Vietnamese, Japanese and Tagalog
- San Diego County Hispanic Chamber of Commerce- conducted outreach in the Hispanic community, created print, digital and radio content in Spanish and assisted with Spanish translation when needed. They also provided virtual/phone business advising.
- Central San Diego Black Chamber of Commerce- provided outreach and technical assistance to small business owners in the black community.

- Dovetail Partners was a subcontractor hired to provide administrative assistance including financial and performance reporting.

The Asian Business Association has a strong working relationship with many community-based groups throughout San Diego County. The ABA understands community-based organizations are the key to communicating and engaging hard-to-reach populations, ensuring all residents throughout the County have equal opportunity for participation in our programs. Community-based organizations with whom we have collaborated include:

- Adams Avenue Business Association
- AKA's
- Alphas
- BAPAC
- Barrio Logan Association
- Black Businesses of California
- Black Men & Women United
- Black Men & Women United
- Black Professionals
- Black San Diego
- Chaldean Chamber of Commerce
- Chicano Federation
- City Heights Business Association
- Community Events for Voice & Viewpoint Coverage
- Convoy District Partnership
- Earl B. Gilliam Bar Foundation
- East African Community Center
- El Cajon Boulevard Business Improvement Association
- Fit Black and Educated
- Indo-American Arts & Culture Society
- International Rescue Committee
- Jacob's Center for Neighborhood Innovation
- Jacobs Center
- Logan Heights Community Development Corporation
- NAACP - North County
- NAACP - SD Chapter
- National Panhellenic Council
- NSBE- SDSU
- NSBE- UCSD
- Otay Mesa Chamber of Commerce
- Pastors on Point
- Paving Great Futures
- Power Referral Services
- Promise Zone
- Ques
- RISE San Diego
- San Diego Black Business Network
- San Diego Urban League
- San Ysidro Chamber of Commerce

- SD Urban League Young Professionals
- SD Young Professionals
- Southeastern Business Development Center (SBDC -Diamond BID)
- Sudanese Community Center
- The Rock Church
- The Vine Black News Magazine
- UAAMAC
- Urban League of San Diego County
- Young Black and In Business

The Asian Business Association San Diego, Social Artistry, the Central San Diego Black Chamber of Commerce and the San Diego County Hispanic Chamber of Commerce have decades of experience in grassroots community outreach and building across multi-cultural communities in San Diego. We have researched, analyzed, and executed effective outreach and reporting within project scopes for clients like the City of San Diego, County of San Diego, and local ethnic Chambers of Commerce. With a specialty within rural and urban areas, the team has conducted outreach in over 20 regional zip codes (targeting at-risk communities, Promise Zones, Opportunity Zones, LMI) and engaged over 30 community-based organizations across the San Diego region. We also produce culturally sensitive media and marketing content with access to ethnic media in multiple languages including Mandarin, Spanish, Tagalog, Vietnamese and Korean and Japanese.

This program was highly successful in a relatively short amount of time with the following metrics to prove:

40,000 businesses reached

746 Virtual Training Events with 17,870 Attendees

This program ran from 9/1/2020-12/30/2020

2.1.3. City of San Diego Economic Development Department- Outdoor Dining Outreach

Asian Business Association San Diego (ABASD) as a founding member of the *Strategic Alliance of San Diego Ethnic Chambers of Commerce* (the Alliance), was contracted by the City of San Diego as the prime contractor to conduct outreach to small business owners and restaurateurs throughout the City of San Diego to educate and keep them informed of the continually-changing restaurant guidelines during the COVID-19 pandemic 2020. This outreach was carried out by the Strategic Alliance, including the ABASD, Central San Diego Black Chamber of Commerce and the San Diego County Hispanic Chamber of Commerce. The Alliance's priorities include joint community-based outreach, sharing business resources, co-hosting events, providing no-cost technical assistance, educational workshops and coordinating business advocacy. Today, the Alliance collectively represents nearly 100,000 businesses in San Diego County.

Although the contract was with the City of San Diego, our outreach was conducted and made available throughout the entire County of San Diego including all supervisorial districts.

Social Artistry, LLC was a subcontractor hired to conduct all of the community outreach and marketing efforts. Dovetail Partners was a subcontractor hired to provide administrative assistance including financial and performance reporting.

The Asian Business Association has a strong working relationship with many community groups throughout San Diego County. The ABA understands community-based organizations are the key to communicating and engaging hard-to-reach populations, ensuring all residents throughout the County have equal opportunity for participation in our programs. The list of community-based organizations we have worked with includes:

- Better Business Bureau [Pacific Southwest Region]
- Convoy District Partnership
- ConnectAll with Jacobs Center for Neighborhood Innovation
- Southeastern Diamond Business District
- Adams Avenue Business Association
- Barrio Logan Association
- City Heights Business Association
- Hillcrest Business Association
- Logan Heights CDC
- Logan Avenue Consortium
- Mira Mesa Chamber of Commerce
- North Park Main Street
- San Ysidro Chamber of Commerce
- La Vuelta
- Urban Corps
- San Diego Equality Business Association
- Made in Paradise Hills
- El Cajon Boulevard Business Improvement Association
- The Brink at USD
- International Rescue Committee
- RISE San Diego
- Rotary Club San Diego
- NAACP
- Urban League
- Diamond BID
- BAPAC
- Black San Diego

The Asian Business Association San Diego, including its subcontractors like Social Artistry, has decades of experience in grassroots community outreach and building across multi-cultural communities in San Diego. We have researched, analyzed, and executed effective outreach and reporting within project scopes for clients like the City of San Diego, County of San Diego, and local ethnic Chambers of Commerce. With a specialty within rural and urban areas, Social Artistry has outreached in over 20 regional zip codes (targeting at-risk communities, Promise Zones, Opportunity Zones, LMI) and engaged over 30 community-based organizations across the San Diego region. We also produce culturally sensitive media and marketing content with access to ethnic media in multiple languages including Mandarin, Spanish, Tagalog, Vietnamese and Korean

Through this project we were able to reach over 20,000 businesses, engaging over 7500 business owners through pamphlet distribution programs, social media campaigns, community groups and webinars conducted in multiple languages.

This project ran from 9/1/2020-12/31/2020

2.1.4. San Diego and Imperial Small Business Development Center Network

The ABASD is currently a part of the San Diego and Imperial Small Business Development Center Network. As a subcontractor, the ABASD provides no-cost business advising to small business owners in the San Diego County and Imperial County region. In addition to businesses advising, the ABASD provides outreach and marketing to the small business community.

Social Artistry, LLC was a subcontractor hired to conduct all of the community outreach and marketing efforts. Dovetail Partners was a subcontractor hired to provide administrative assistance including financial and performance reporting.

The Asian Business Association has a strong working relationship with many community groups throughout San Diego County. The ABA understands community based organizations are the key to communicating and engaging hard-to-reach populations, ensuring all residents throughout the County have equal opportunity for participation in our programs. Community-based groups we work with include: San Diego County Hispanic Chamber of Commerce and the Central San Diego Black Chamber of Commerce

The Asian Business Association San Diego provides community outreach throughout San Diego and Imperial Counties. Through our partnership with the Hispanic Chamber of Commerce and other community organizations and translators, the ABA is able to provide small business advising in multiple languages, including Mandarin, Spanish, Tagalog, Vietnamese, Japanese and Korean.

Success metrics show the ABASD/SBDC during the pandemic has served over 6860 clients, including 556 Black Owned, 561 API Owned and 1651 Latex Owned. Another note is of those served, 3035 were Woman Owned. We logged 27,176 Hours of 1-on-1 Business Counseling (virtual) and over 51,704 jobs were supported (either created or kept)
Program is ongoing

2.1.5. Cal Asian Chamber of Commerce

The ABASD was subcontracted by the Cal Asian Chamber of Commerce to run their AARP Protect Voters 50+ Get Out The Vote Program in 2020. We provided API voter data, a digital banner and video campaign in English and Chinese.

Outreach was conducted throughout the entire county in each County District.

Social Artistry, LLC was a subcontractor hired to coordinate the video and digital banner program. Dovetail Partners was a subcontractor hired to provide administrative assistance including financial and performance reporting

Because our work focuses on minority and people of color (POC) communities, our outreach effort encompasses rural and urban areas, targeting at-risk communities, Promise Zones, Opportunity Zones, LMI areas.

The AARP digital banner and video campaign was a success, producing over 100,000 online impressions.

This project occurred in November 2020

2.1.6. Covered California

The ABASD was subcontracted by Cal Asian Chamber of Commerce to assist with providing information on the Affordable Care Act, Covered California, the SHOP Program and CAPCC's project to the Asian Pacific Islander business community in San Diego County. This project primarily consisted of outreach and educational workshops to 8,750 small businesses in all County Districts. The goal was to inform API small businesses on the availability and benefits

associated with obtaining health care coverage; to address barriers that prevent small businesses from purchasing coverage; to refer small businesses to all available enrollment resources and assistance; and ultimately, motivate eligible small businesses to take the next step to enroll in Covered California programs. Outreach work included scheduling, securing meeting space and promoting a total of 16 Covered California workshops over 18 months. The ABASD was also required to attend or participate in a minimum of 15 business-related events to promote the Covered California programs. This work was performed by ABASD staff, interns and volunteers who handled the social media and electronic disbursement of the collateral materials provided by CAPCC.

The Covered California, the SHOP program was a success with over 18,000 targeted impressions made over social media and emails over an 18 month period.

This project occurred July 2013-December 2014

2.2. References

2.2.1. City of San Diego, Economic Development Department

Christina Bibler
Director, Economic Development
1200 Third Avenue, 14th floor
San Diego, CA 92101
(619) 236-6421
cbibler@sandiego.gov

As the Prime contractor, the Asian Business Association was contracted by the City of San Diego to run a Specialized Outreach and Technical Assistance program. Through this program the Asian Business Association reached out to small businesses throughout the city to educate them on the assistance programs offered by local, state and federal agencies and to provide technical assistance in applying for such relief.

2.2.2. San Diego County Housing Commission

Molly Chase
Senior Policy Director
1122 Broadway, Suite 300
San Diego CA 92101
619-231-9400
mollyc@sdhc.org

As the prime contractor for this portion of the project, the Asian Business Association assisted the San Diego Housing Commission reach out more directly to API communities through a direct mail and canvassing campaign to distribute flyers to LMI, Census and Opportunity Zone zip codes. The ABA provided flyer design adaptation including language translations in Tagalog, Vietnamese, Mandarin, Korean and Japanese. The ABA utilized professional staff and Community Partner groups to distribute to different communities in the most effective and culturally appropriate manner, including Convoy District Partnership, Access, Inc., Bayside Community Center, SD Public Libraries (Linda Vista, Clairemont, Mira Mesa, Serra Mesa/ Kearny Mesa).

2.2.3. The San Diego Foundation

Susan Guinn
Vice President, Chief Innovation Officer
2508 Historic Decatur Rd., Ste. 200
San Diego, CA 92106
619-814-1307
sguinn@sdfoundation.org

In the wake of recent national tragedies, increased hate crimes and harassment toward members of the Asian and Pacific Islander community, the Asian Business Association San Diego (ABASD) is providing urgent advocacy, support and education for victims of racial hate and discrimination. By partnering with The San Diego Foundation, local organizations and law enforcement, the ABASD is helping to increase awareness and reporting of hate crimes. This, in addition to providing ongoing community education and resources to multi-cultural,

multi-generational communities, is the mission of the ABASD. As a core member of the San Diego Asian Pacific Islander Coalition, ABASD proposes to provide services which fulfill this mission and make our communities safe and thrive.

2.2.4. Cal Asian Chamber of Commerce

David Nelson
Director of Public Policy
2331 Alhambra Blvd, Suite 100
Sacramento, CA 95817
(916) 761-8922
dnelson@calasiancc.org

The Asian Business Association was subcontracted to run the AARP's voter education campaign for the Asian Pacific Islander community, age 50+ voters in the State of California. This campaign included voter data acquisitions, digital Impressions (500,000 - 1,200,000) and digital media campaigns including Display Ads, Videos and Social Media.

2.2.5. Small Business Development Center

Danny Fitzgerald
Acting Regional Director, San Diego & Imperial SBDC Network
Southwestern College Center for Business Advancement
880 National City Blvd.
National City CA 91950
Phone: (760) 455-9456
dfitzgerald@swccd.edu

The ABASD is part of the San Diego and Imperial Small Business Development Center Network, as a subcontractor, we provide no-cost business advising to small business owners in the San Diego County and Imperial County region. In addition to businesses advising, the ABASD provides outreach and marketing to the small business community, focusing their outreach efforts on at-risk communities, Promise Zones, Opportunity Zones and LMI.

2.3. Subcontractors

2.3.1. Social Artistry, LLC

Lauren Garces, Principal

Social Artistry is responsible for all of the Outreach, marketing and community engagement activities for the Asian Business Association San Diego, the Alliance of Ethnic Chambers and the Alliance Small Business Development Center.

Social Artistry was contracted to be the primary agent for outreach, marketing and community engagement, including any and all materials printed, distributed or posted online in english and other languages. Social Artistry was responsible for collecting community information on the language needs and contracting translators to translate all materials and be available for in-person translation on the phone. Social Artistry provided these services for all of the following clients:

- City of San Diego Economic Development Department- Outdoor Dining Outreach
- City of San Diego Economic Development Department- Specialized Outreach and Technical Assistance
- Alliance Small Business Development Center- Countywide
- San Diego Housing Commission- District 3 (25%) and District 4 (75%)
- Cal Asian Chamber of Commerce (AARP GOTV Campaign)- Countywide

2.3.2. Dovetail Partners Consulting Group

Rozanna Zane, Principal

Dovetail Partners is contracted as the primary administrator and coordinator of all grants and outreach projects for the Asian Business Association San Diego. Dovetail Partners assists the ABASD with invoicing and ensuring programs are completed in a timely manner. Dovetail Partners is also responsible for any reporting including performance and financial typically on a monthly basis and final reporting. In some cases where a final presentation is requested, Dovetail Partners will also provide reports and slide decks. Dovetail Partners has been involved in the following projects, providing administrator and coordinator services:

- City of San Diego Economic Development Department- Outdoor Dining Outreach-City of San Diego wide
- City of San Diego Economic Development Department- Specialized Outreach and Technical Assistance- City of San Diego wide
- Alliance Small Business Development Center- Countywide
- San Diego Housing Commission- District 3 (25%) and District 4 (75%)
- Cal Asian Chamber of Commerce (AARP GOTV Campaign)- Countywide

2.3.3. Urban League San Diego County

Urban League was contracted to perform community outreach and engagement in the communities it is based in, including newsletters, flyers, digital and social media. They provided these services for the following projects:

- City of San Diego Economic Development Department- Outdoor Dining Outreach-City of San Diego wide
- City of San Diego Economic Development Department- Specialized Outreach and Technical Assistance- City of San Diego wide

2.3.4. RISE San Diego

RISE San Diego was contracted to perform community outreach and engagement in the communities it is based in, including newsletters, flyers, digital and social media. They provided these services for the following projects:

- City of San Diego Economic Development Department- Outdoor Dining Outreach
- City of San Diego wide City of San Diego Economic Development Department- Specialized Outreach and Technical Assistance- City of San Diego wide

2.3.5. Convoy District

Convoy District was contracted to perform community outreach and engagement in the communities it is based in, including newsletters, flyers, digital and social media. They provided these services for the following projects:

- City of San Diego Economic Development Department- Outdoor Dining Outreach-City of San Diego wide
- City of San Diego Economic Development Department- Specialized Outreach and Technical Assistance- City of San Diego wide

2.3.6. San Diego Asian Pacific Islander Coalition

San Diego API Coalition was contracted to perform community outreach and engagement in the communities it is based in, including newsletters, flyers, digital and social media. They provided these services for the following projects:

- City of San Diego Economic Development Department- Outdoor Dining Outreach-City of San Diego wide
- City of San Diego Economic Development Department- Specialized Outreach and Technical Assistance- City of San Diego wide

2.3.7. Chicano Federation

The Chicano Federation was contracted to perform community outreach and engagement in the communities it is based in, including newsletters, flyers, digital and social media. They provided these services for the following projects:

- City of San Diego Economic Development Department- Outdoor Dining Outreach-City of San Diego wide
- City of San Diego Economic Development Department- Specialized Outreach and Technical Assistance- City of San Diego wide

2.4. Resumes for all key personnel

WESLEY QUACH

Business Advisor & Programs Manager

wesley@abasd.org

Wesley Quach serves as the ABASD Alliance Small Business Development Center (SBDC) Director and full-time Business Advisor and Programs Manager. As part of the SBDC Network, Wesley provides no-cost consultation to small business owners and entrepreneurs, helping them start, grow and expand.

Wesley represents the Asian Business Association and the SBDC on the Little Saigon Working Group, which oversees and guarantees that the Little Saigon District of San Diego is receiving its fair share of resources, including government funding and technical assistance for its small businesses.

Prior to joining Asian Business Association, Wesley served as Co-Founder and Manager of the Convoy District Partnership, a 501(c)(3) non-profit organization that revitalized and transformed the pan-Asian Convoy Street area of San Diego. Working with small businesses, community organizations, and local government, Wesley was instrumental in establishing the Convoy Street Micro-Business Improvement District, now formally designated as the “Pan Asian Cultural and Business Innovation District”. Wesley has successfully advocated on behalf of the community in land use issues, public safety, parking and transportation, and the current adopted Kearny Mesa Community Plan.

In 2013, Wesley co-founded the San Diego Night Market, the largest Asian cultural event in San Diego inspired by the bustling night markets in Asia, showcasing the city and region’s Asian cuisine and culture. Due to the overwhelming success of the San Diego Night Market, Wesley and his team moved the event to SDCCU Stadium in 2019 to accommodate the thousands of attendees.

As Managing Director of Ansir Innovation Center from 2011 to 2016, Wesley worked closely with early-stage technology startups by connecting them to mentors, funding opportunities, and other resources. During this time, Wesley was also highly involved with the non-profit Startup Weekend and organized several weekend-long educational startup events throughout the city.

Wesley previously served on the founding board of the Asian Pacific American Coalition from 2011 to 2016 and was key in the organization’s initial goals of forming an Asian Pacific Islander influenced City Council District in 2013, as well as leading subsequent Get Out the Vote efforts to empower San Diego’s API community. These efforts directly resulted in the first Asian elected city council member in nearly 50 years.

Wesley is currently serving on the board of the Chinese Consolidated Benevolent Association, the oldest API non-profit organization in the county. Wesley manages the Association’s San Diego Lucky Lion Dancers, a volunteer-based traditional Southern Chinese lion dance group.

In 2018, Wesley co-founded Popo Bros LLC, a small food service business specializing in Asian-inspired fruit teas and desserts.

Wesley received his B.S. in Business Administration with an emphasis in management and entrepreneurship from California State University San Marcos and also holds certificates in Project Management and Geographic Information Systems.

Rozanna Zane

President & CEO
Dovetail Partners
Consulting Group



info@askdovetail.com
rzane@affairz-consulting.com
rozannazane@gmail.com

www.askdovetail.com
www.affairz-consulting.com

Key Skills

- Corporate & Non-Profit Management
- Finance and Budget Planning
- Human Resources Management
- Grant Writing & Administration
- Communication & Presentation
- Vendor Management
- Event Production
- Supply Chain Management
- Quickbooks
- MS Office
- Adobe Creative Cloud
- Google Suites/Drop Box

Education:

Bachelor of Science
High Tech Management,
Business Administration
California State University,
San Marcos, 1997

Associations:

National Association for Catering
and Events
The Center for Association
Leadership

SUMMARY

Experienced corporate and non-profit business management professional, specializing in business development, finance, human resources, project management, grant administration and event production. Excellent communication, interpersonal and organizational skills. Experienced at quickly assessing needs, developing budgets and plans, and implementing project timelines that meet company needs. Committed to exceptional customer and client services.

PROFESSIONAL EXPERIENCE

Dovetail Partners Consulting Group | President & CEO | 2004 - Current

Corporate and non-profit management, executive administrative assistance; grant administration, financial and accounting support, human resources director

Key Responsibilities:

Assist corporate and non-profit clients with total business management and development support including accounting, invoicing and collections, executive-level administrative assistance, office management, human resources management, grant writing and administration, procurement and supply chain management, project management.

Clients include: Asian Business Association San Diego, Responsible Solutions, LLC, Focuscom Inc.

Affairz Event Consulting | Principal, Event Specialist | 2003 – Current

Produced, planned and managed events, over 1,000 attendees, including annual luncheons and galas, fundraisers and auctions, speakers' bureau and forums, wedding ceremonies and receptions, community festivals, street fairs and parades, political events, travel events, and private celebrations.

Key Responsibilities:

Produce and Coordinate events, Establish and manage budgets, Recommend venues, Offer vendor referrals, Create and recommend event themes, Secure and coordinate entertainment and vendors, Coordinate sponsors, Create marketing and promotion plan, Graphic art and design, Coordinate silent and live auctions, Assist with writing programs and scripts

Clients include: Ranch de los Penasquitos Town Council Fiesta and Parade; Miracle Babies; San Diego Realtor's Association; Lincoln Club of San Diego County; Association of Builders and Contractors; Linda Vista Multi Cultural Fair & Parade; NOAA Southwest Fisheries, Taxpayers Association San Diego

Carttronics, LLC | Supply Chain Manager | 1998-2003

Directed a supply chain operation from raw materials procurement through production and quality control, to final product shipping to local and international distributors. Analyzed sales volumes and created forecasts to improve inventory control and created supply chain management processes.

Key Responsibilities:

Strategic planning, Forecasting and trend analysis, Logistics management, Inventory control, Negotiate raw materials bulk pricing, Budgeting and cost controls, Importing and Exporting, Manage quality control and repairs, replacements and recalls

Lauren Garces

SUMMARY: Professional with multi-faceted event and nonprofit experiences with organizational network of resources able to provide adaptive flexibility to achieve organization and director goals through self-starting and innovative thinking. I'm a meticulous connector aiming to bring the bigger picture to life.

EDUCATION

San Diego State University

San Diego, CA

B.S. in Business Administration Marketing

Fall 2010 – May 2014

Courses include: Business Administration, Consumer Behavior, Finance, Accounting, Management, Social Media Integrated Marketing, External and Internal Communications, and Marketing Strategy

EXPERIENCE

Social Artistry LLC

San Diego, CA

Chief Executive Officer

5/2020 - Present

- Creating sustainable economic and cultural impact with community leaders and organizations through events, marketing, and outreach

Asian Business Association

San Diego, CA

Marketing, Outreach and Events Contractor

10/2019 - Present

- Develop marketing strategy to connect small businesses to Small Business Development Center technical assistance workshops and events
- Collaborate alongside key cultural nonprofits, community leaders, and elected officials to grow the economy through access to resources and platform-building
- Actively create and support team development of programming/ events supporting the interests of collectively 30,000 Asian Pacific Islander and minority business-owners

Convoy District Partnership

San Diego, CA

Special Events Director

4/2016 - Present

- Actively develop community-wide events, programs, and collaborations to transform the Convoy District neighborhood located in Kearny Mesa into an economic, cultural hub
- Engage with business owners, property managers, developers, elected officials, partners, and community members to provide sustainable opportunities for engagement and success

City of San Diego - Balboa Park December Nights

San Diego, CA

Entertainment Coordinator

9/2019 - Present

- Support one of the City of San Diego's largest celebrations - Balboa Park December Nights with over 350,000 attendees, 125+ vendors, and 100+ performance groups
- Outreach and secure performance agreements with performances representing San Diego's diversity
- Manage performer expectations, develop and provide entertainment directives, and connect talent with regional and international media communications groups

Silk Road Productions

San Diego, CA

Vice President, Event Producer and Marketing Strategist

1/2012 – 12/2019

- Create, organize, empower, and execute special events tailored to organizations' goals
- Co-direct and manage events with up to 15,000 people and budgets upwards of \$100,000
- Adjust budget with all departmental functions and make cost-effective, quality decisions
- Lead, collaborate, and inspire diverse and creative committees to accomplish shared goals
- Direct and tailor to needs of nonprofits and corporations regarding logistical integration
- Connect and build relations between cultural communities to create sustainable projects/ events
- Manage client loyalty and relations through honest, considerate, and thought-exceeding work
- Create marketing strategies, timelines, programs, and coordinate communication/ outreach
- Understand differing team member dynamics and adjust event tasks to match leadership styles
- Strengthen existing traditional and ethnic media relations for mutually beneficial objectives
- Develop operational procedure for all projects to ensure tasks work and flow well for all parties
- Identify and create possible revenue streams for fund development and goal-oriented purposes
- Adapt to any event style, community dynamic, attendee expectations, and predict problems

San Diego Night Market**San Diego, CA****Event Coordinator****4/2016 – Present**

- Lead an event and team centered on promoting the economic, cultural hub of Convoy District
- Conduct focus groups with local businesses to promote the Convoy District region
- Raised over \$50k in net profit for 2-day event with multiple streams of revenue and increased traffic to businesses within the Convoy District region
- Adhere to all San Diego City and County special event rules, permitting, and insurance required
- Outreach and collaborate with Southern California artists to do live art and displays
- Coordinate 14 hours of local performance programming with diverse dances, singing, and DJ's
- Showcase and promote over 24 unique Southern California street food vendors
- Partner with local ethnic media to promote to Chinese and Japanese communities

Linda Vista Multi-Cultural Fair & Parade**San Diego, CA****Fair Director****10/2015 – Present**

- Coordinate the Annual Linda Vista Multi-Cultural Fair & Parade (Established over 30 years ago)
- Develop measurable program goals and secured funding for multiple years from San Diego Commission for Arts & Culture Creative Communities Grant and local City and County budgets
- Provide a platform for over 15 different cultures to be represented across the event
- Direct annual Art & Essay Contests for local elementary, middle, and high schools
- Maintain and keep existing relationships with event sponsors and the University of San Diego
- Research and build relationships with over 20 existing multi-cultural communities in Linda Vista
- Introduce first-time nonprofits for animal support and health to an underrepresented community
- Adapt each year's theme to fit ongoing community needs and provide an expression platform

Asian Cultural Festival**San Diego, CA****Festival Director****4/2015 – 12/2019**

- Co-direct San Diego's largest event in celebration of Asian Pacific American Heritage Month
- Lead team of interns to a successful integration of learning and managing event coordination
- Outreach, organize, and market full program line-ups and interactive learning event pavilions
- Develop in-depth multi-cultural network of communities, suppliers, designers, and talent pools
- Upkeep overall relations with vendors, suppliers, performers, sponsors, committee, and attendees
- Introduce new event components and create realistic budget outlines for ideas
- Mastermind art installations and visual event memories to resonate with attendees
- Step-in during unexpected external problems and facilitate flowing event resolutions
- Raise awareness for underrepresented communities and over 10 cultures within San Diego

San Diego Ramen Festival**San Diego, CA****Co-Founder and Event Director****4/2016 – 12/2019**

- Built a sustainable event alongside Azuna-Kai promoting cultural education and understanding
- Established a partnership with the Tidelands Activation Program of the Port of San Diego
- Attracted local, national, and international attendees to the first-time event
- Marketed and sold-out event in 1 month to 1000 paying attendees and VIP's
- Support an artist exhibition and provide space for 8 artists to sell and share their talents

D6 (San Diego District 6) Night Market**San Diego, CA****Event Coordinator****10/2014 – 12/2019**

- Coordinate press conferences with District 6 Councilmember team and community groups
- Centralize event on community engagement and collaboration through outreach initiatives
- Work alongside San Diego City & County politicians and community leaders for event support
- Collaborate alongside a multi-faceted team to create and execute the annual D6 Night Market
- Manage over 50 vendors and logistics suppliers to reach an audience of 15,000 attendees
- Develop and directed artistic influences of event including live art and 2 performance stages
- Brand new event through traditional and social media channels of marketing

San Diego Padres Filipino Heritage/ Community Night**San Diego, CA****Stage Manager and Event Staff****2/2014 – 12/2019**

- Coordinate stage management for San Diego Padres Filipino Night, a community and marketing outreach program for the Padres, to connect with Asian Pacific-Islander communities
- Reserve group spaces and coordinate timely entertainment schedules and hosting
- Provide opportunity for communities to connect with nationalized programming and exposure

Filipino Sun Festival

San Diego, CA

Festival Director

4/2014 – 6/2015

- Gave life to idea of sister festival to FilAmFest in Mira Mesa for tremendously successful two years
- Sought talent from unique national performers and secured a performance group from Hawaii
- Outreached and engaged with multiple communities to not only be involved, but contribute to the spirit of the festival and its atmosphere
- Strategized and organized marketing and outreach to include: newsletters, social media posts, television spots, community partnerships, cross-event promotions, guerrilla events, and print media
- Continuously innovated and requested feedback to provide a bigger, exciting next event

OTHER NOTABLE EVENTS/ ACHIEVEMENTS

Shoutout Social

San Diego Voyager Magazine

San Diego Padres Diamond Recognition

San Diego Business Journal

California Legislature, Assemblymember Brian Maienschein

U.S. Congress, Congressman Juan Vargas

U.S. House of Representatives, Congressman Scott Peters

California State Senate, Senator Joel Anderson

Speaker of the California State Assembly, Toni G. Atkins

City of San Diego, Mayor Kevin Faulconer

City of San Diego, Councilmember Scott Sherman

County of San Diego, Supervisor Ron Roberts

Asian Pacific American Coalition

Featured Article

Featured Article

Community Advocacy Leader

Emerging Generation Award Finalist

Certificate of Recognition

Special Congressional Recognition

Special Congressional Recognition

Outstanding Community Service

Certificate of Recognition

Certificate of Recognition

Outstanding Achievement

Certificate of Commendation

2019 Rising Star Award

ALBERT VU

STUDENT

SUMMARY

Creative and Open-minded filmmaker highly motivated to secure internship. Eager to learn and further broaden knowledge upon media portrayal, and the dynamic of video filming, editing, and viewing. Created and produced several short films to showcase talent, artistry and ideas. Passion for the art of visual storytelling with use of useful tools, equipment and software to push forward meaningful narratives. Sharp eye for details during film making processes.

EDUCATION

San Diego State University July 2016 to Current
BA Interdisciplinary Studies 2020
Majors: Theater Film Media Studies, Journal Media Studies, Computer Science

PROJECTS

"Blindspot" Jan. 2020 to Feb. 2020

- Digital Video Short Film
- Cast with students and members with interest in partaking in film.
- Shot with CANON M50 with 15-45MM lens
- Several scenes shot with Moza Air 2 Gimbal

"Best Friends, Again" Oct. 2018 to Nov. 2018

- Digital Video Short Film
- Filmed and created with Adobe Premiere Pro
- Acted as "Tommy".
- Filmed and took part in editing and story-boarding process of film.
- Exhibition film showed at SDSU's VSA's Film Festival event held yearly.

SDSU VSA Film Fest Trailer "Best Friends, Again." Sept. 2018 to Oct. 2018

- Digital Video Short Film Trailer.
- Small edited trailer with collaborator.
- Trailer leaded to main film.

"Planet SDSU" | FTS Media Feb. 2018 to Apr. 2018

- Digital Video Short Film.
- Story-boarded and acted.
- Film was premiered in sections at SDSU's Asian Pacific Student Alliance's "Fashion Talent Show"

SKILLS

ADOBE PREMIERE PRO: Audio-Syncing, Key Framing, Editing, Layering
ADOBE AFTER EFFECTS: VFX, Green Screen, Key Framing, Layering
ADOBE LIGHTROOM: Editing, Color Correction, Photo Correction, Filter Creation, Lens Correction
ADOBE PHOTOSHOP: Spot Removal, Photo Restoration, Photo Alteration

ACTIVITIES

Vietnamese Student Association · President Sept. 2019 to May 2020

- Upheld responsible promoting and preserving Vietnamese culture within the institution.
- Managed and led a team of sixteen board members
- Established connections with other VSA boards within the Southern California region

Vietnamese Student Association · Webmaster Sept. 2018 to May 2019

- Responsible for creating and building a website for student organization.
- Knowledge of using Square Space website building software.
- Maintain all social media outlets within the organization.
- Planned and executed events alongside

REFERENCES

Amy Do · Former Vice President of SDSU Vietnamese Student Association June 2019 to May 2020
San Diego, California

- Former Vice President whom worked alongside during Presidential term.
- Email: do.amy.n@gmail.com
- Phone: (858)-877-8201

Eileen Vedar · Former Vietnamese Cultural Night Director of SDSU Vietnamese Student Association June 2018 to May 2019
San Diego, California

- Former Director for SDSU VSA's annual Vietnamese Culture Night event
- Email: eileen.dover@gmail.com
- Phone: (619)-373-6440

Kathy Ho · Former President of SDSU Vietnamese Student Association June 2018 to May 2019
San Diego, California

- Former President whom worked alongside during Webmaster term.
- Email: kathy.nguyen.ho@gmail.com
- Phone: (858)-335-1526

Alfredo Leano



Education

San Diego State University

August 2017-December 2019

- BS Child and Family Development
- Study Abroad/ Vietnam
 - Implemented English learning program for primary school students

June 2019 – July 2019

Work Experience

Asian Business Association of San Diego

March 2020 – Present

- *Intern*
- Assisted in distributing relief resources, as well as educating, alongside Small Business Development Center and the City of San Diego to small businesses affected by the COVID-19 pandemic

Altus Schools – Grossmont Secondary School

August 2019-Present

- *Resource Center Associate*
- Educated outgoing seniors on procedures for entering the community college space, its resources, and how to navigate each department
- Assisted teachers with evaluating student progress throughout each learning period, and adjusted pace of lessons as necessary
- Distributed marketing material and educated community members on opportunities and benefits of being in the Altus Schools space

Southbay YMCA

March 2017-April 2018

- *Youth Leader*
- Assisted families at five different campuses on enrollment procedures and YMCA program rules and opportunities

Silk Road Productions

January 2017 – Present

- *Event Production Intern*
- Proven experience of providing excellent customer service to event attendees, performers, and vendors at events throughout San Diego
- Aided diverse groups of vendors and performers at various multicultural events throughout San Diego County

Volunteer Experience

Pilipino American Unity for Progress (San Diego Chapter)

June 2017-Present

- *Secretary*
- Managed and oversaw over 50 volunteers and staff at annual national summit
- Collaborated with other chapters across the country on social justice campaigns focusing on race issues throughout 2020

Kuya Ate Mentorship Program

August 2016 – Present

- *College Mentor Lead*
- Collaborated with multiple non-profits and grass roots organizations in San Diego County for events and initiatives to better the city

Ashleigh Budtwarman



Profile

College student working towards becoming a producer and connecting with people in the industry. Has the ability to learn concepts quickly and works well with other people.

Education

Currently at Palomar College majoring in Creative Producing and minoring Media Management
Graduated Sage Creek High School in June of 2017

Experience

Asian Business Association -San Diego, CA

- Media team member December 2020-Present
- Plans production shoots and marketing strategies to highlight small business owners
- The director on production shoot days and interviews the talent

Pacific Arts Movement -San Diego, CA

- Video Production + Programming Intern and Logistics Coordinator August 2020-Present
- Conducts pre production, production, and post production for all marketing aspects of San Diego Asian Film Festival
- Coordinated and managed 2 drive in movies for San Diego Asian Film Festival 2020
- Watch and critique film submissions for the festival

Chiao Hsin Chinese Language School -Monterey Park, CA

- Video Production Coordinator August 2020-Present
- Manage pre-production, production, and post-production of videos for online school

Kung Fu Tea Convoy -Kearny Mesa, CA

- Junior Shift Lead December 2018-August 2020
- Assist shift lead and manager to run the shift smoothly by delegating tasks
- Run cashier, make all drinks, and make all of the teas and toppings as needed.

Silk Road Productions -San Diego, CA

- Event Producer January 2019-October 2020
- Learned the skills needed to run big scale events, manage stages with performers and MCs, as well as vendor check in and check out.
- Handle ticket sales and admissions for various events in San Diego County.

TAKE ONE Intern -San Diego, CA

- August 2018-December 2018
- Learned technique in production, equipment, and the processes involving the three stages of production for film by writing, directing, and producing our own short film.
- Utilized the online platforms for digital marketing social media platforms to best promote the products and services to the public.

Tailored Desserts -Vista, CA

- Executive Assistant and Pastry Cook from January 2014-Present
- Data entry and operated a catering table
- Set up social media platforms for the business.
- Made and decorated baked goods.

Other:

- Proficient in Adobe Premiere, Adobe Photoshop, and Adobe Audition.

Kevin Raquidan

Objective

Offers a versatile skill set in interpersonal communication, leadership in small-team settings, and fast-paced content production, and seeks to grow and apply these skills in content production.

Skills and abilities

- Strong communication and interpersonal skills derived from training as a journalist
- Mindful and attentive to detail and composition in shooting and editing video
- Organized and quick to adapt to changing tasks and settings in a media setting
- Quick to learn and take on new skills and editing methods
- Strong and thorough attention to detail in file organization and asset creation

Experience

- Media Team Head, Asian Business Association Small Business Development Center (April 2020 to present)
 - Heads the Asian Business Association's media team to create content for social media campaigns, including the Convoy Nights SDnMe live streaming event on June 20, 2020; the Strategic Alliance of Ethnic Chambers' PPE distribution campaign; and the COVID-19 small business relief for Supervisor Nathan Fletcher. More recently, the Asian Business Association's 2021 Lunar New Year livestream Gala event. Currently working with the Pacific Arts Movement in creating content for the San Diego Asian Film Festival's Spring Showcase.
- Videographer, SoFun Chinese Media, San Diego (February 2019 to March 2020)
 - Manages the production of SoFun English media, from creating localized versions of food and interview shows to creating weekly event presentations. Improved and increased the shows' production value and quality, introducing new shooting and editing techniques while also expanding the list of clients to work with, including the Asian Business Association, Viejas Casino, and restaurants all over San Diego County.
- Photographer/Content Creator, La Vie En PR (October 2016 to July 2018)
 - Worked and consulted with clients to create visual content that fit the needs of the clients' public relations campaigns, including Clever Talks' Hillary Manalac and Chris Soriano, the Something Bleu wedding boutique in Oceanside, and the startup Paru Tea Bar.
- Photographer, Silk Road Productions (Aug. 8, 2016 to July 2019)
 - Documented the goings-on, performances, and vendors at the many events held by the company, including the D6 and San Diego night markets, whose events have consistently drawn thousands of attendees.
- Photographer, Clever Talks (June 25, 2016 to October 2018)

- Under Clever Talks, covered the various conferences and talks held with influential veterans and veteran entrepreneurs, including Rob O'Neill, Marcus Luttrell, and even Mark Cuban, whose foundation closely works with veteran-owned businesses and startups.
- Photographer, Public Relations Rep., Made in Paradise Hills' marketing team (August 2017 to November 2018)
 - Performed outreach duties and assisted in the creation of a marketing campaign to promote the Paradise Hills Night Market event, highlighting one of San Diego's underserved communities

Education

- BA in Journalism, Summa Cum Laude, San Diego State University, Class of 2016, GPA 3.8
- Computerized Graphic Design, Regional Occupational Program at Morse Senior High School, September 2010 to June 2011

Leadership and organizations

- Asian American Journalists Association, San Diego, Still Photographer (September 2018 to December 2019)
 - As official photographer of the San Diego branch of the Asian American Journalists Association, covers AAJA events and fundraisers, as well as taken headshots of members and attendees
- Asian American Pacific Islander Coalition at SDSU, public relations representative (August 2015 to May 2016)
 - Developed an electronic monthly newsletter informing AAPIC's 10 affiliated organizations' members of upcoming events and programs
 - Oversaw AAPIC's Facebook and multimedia, regularly updating them with each new event
- Student Organization & Conflict Awareness Training (SOCIA), SDSU (August 2015)
 - To become a successful leader, trained in collaborative dispute resolution and conflict management within teams, including student organizations.
 - Also trained in identity awareness and how it informs one's role in a team dynamic.

References

- Julius Alejandro, founder and executive director of the Emerging Leaders Institute of San Diego, juliusaalejandro@gmail.com, (619) 829-6288
- Lauren Garces, manager of marketing, outreach and events of Asian Business Association, lauren.garces@gmail.com, (808) 349-9918
- Aron Yu, founder and lead videographer of SoFun Chinese Media, info@sofunsd.com, (858) 205-0583
- Arlynn Adamos, volleyball coach for YMCA, (619) 878-4015
- Timothy Ryan Johnson, full-time substitute teacher, La Mesa Unified School District, tim.johnson1994@yahoo.com, (818) 726-8420

Objective

Seeking a position where my analytical, strategic, and research skills can be utilized towards effective administrative, business, and customer support.

Education

California State University San Marcos

San Diego, CA

Bachelors of Science in Sociology

Class of 2019

Relevant Coursework: Statistics in Social Sciences, Qualitative Research Methods, Quantitative Research in Sociology, Capstone Seminar in Community Service

Summary of Skills

- Experience in Google Docs/Microsoft Office (Excel, Word, PowerPoint)
- Data Collection Skills
- Research Analysis Skills
- Comparative Analysis Skills

Qualitative and Quantitative Research Skills

Work Experience

NeoGenesis Inc.

January 2020– Present

Laboratory Manager & Social Media Associate

- Prepared products for orders to be shipped out to customers.
- Prepared forms and items for the next day.
- Constructed analysis on clinics around the country that could be potential customers.
- Schedule social media post to appropriate times
- Created social media content
- Help construct Facebook Group for client interaction
- Created social media ads and adjusted ad spending
- Look through social media analytics for reach audiences and ads
- Tested other platforms for social media and created content for new platforms

Asian Business Association San Diego

October 2019- Present

Business Administrative Internship

- Assists with office tasks and meetings.
- Researched and constructed google documents on products that would benefit the office.
- Constructed google spreadsheet for passwords and names of members in alphabetical order.
- Assisted event coordinator with setting up events and direct volunteers during programs.
- Transferred website to a different website provider
- Able to efficiently research and provide information to team members.
- Constructed and scheduled social media posts

In-N-Out Burger - (San Diego)

September 2014– October 2019

Lead Clean-Up Position

- Optimize cleanliness by monitoring and collaborating with other associates to prepare the store for opening.
- Negotiated with managers on new strategies for the clean-up team to improve cleanliness scores.
- Examined In N Out (Quality, Freshness & Cleanliness) reports and directed a clean-up team on improvements for the betterment of the store.
- Trained new clean-up team associates.
- Advised management on hiring potential new clean-up associates.
- Constructed and critiqued routines that would optimize our teams time management when cleaning the store in a fast paced environment.

Comprehensive Pain Management Specialist

January 2019– April 2019

Administrative Internship

- Assisted the Administrative Director with office tasks and duties.
- Constructed and organized patients referrals for Administrative Director
- Prepared patients referrals by operating with NextGen software.

2.5. Key Personnel Chart

Name of Key Personnel	Role in Project	P1	P2	P3	P4	P5
Lauren Garces	Community Outreach and scheduling	X	X	X	X	X
Leorenz Carpio	Research, data collection and website updating	X	X	X	x	X
Rozanna Zane	Program administration and coordinating	X	X	X	X	X
Wesley Quach	Business advisor and translation coordinator	X	X	X	X	X
List projects as described in Section 2.1 and use this table to complete the table above.						
Project Title 1 (P1)	County of San Diego- COVID-19 Relief Small Business Triage Center					
Project Title 2 (P2)	San Diego Economic Development Department- Specialized Outreach and Technical Assistance					
Project Title 3 (P3)	San Diego Economic Development Department- Outdoor Dining Outreach					
Project Title 4 (P4)	San Diego and Imperial Small Business Development Center Network					
Project Title 5 (P5)	Cal Asian Chamber of Commerce- AARP GOTV					



Asian Business Association San Diego
7675 Dagget Street ste 340
San Diego CA 92111

RFP 10926 Proposal
Independent Redistricting Commission Public Outreach and Engagement Services

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	Media: AARP video (mp4)	

Technical Approach

The Asian Business Association (ABASD) proposes the following technical approach to encourage public participation and gather broad public input in the redistricting process in the County of San Diego through media outreach, civic education on the redistricting process including draft maps and demographic data, community-based organization outreach, in-person and virtual translation services, and website and social media publishing.

In order to support the redrawing of supervisorial district boundaries in the County of San Diego, ABASD proposes to provide public outreach and engagement services throughout the County of San Diego, including all unincorporated areas to increase participation, input and engagement at the IRC regular meetings (in-person and virtual) plus seven pre-mapping public hearings and two public hearings on draft redistricting map. Also, to seek and encourage broad and diverse community input that reflects the demographics of target communities including but not limited to race/ethnicity, socio-economic status, language spoken, educational attainment and housing type.

ABASD is a founding member of the ***Strategic Alliance of San Diego Ethnic Chambers of Commerce*** (the Alliance), including the Central San Diego Black Chamber of Commerce and the San Diego County Hispanic Chamber of Commerce. The Alliance' priorities include joint community-based outreach, sharing business resources, co-hosting events, providing no-cost technical assistance, educational workshops and coordinating business advocacy. Today, the Alliance collectively represents nearly 100,000 businesses in San Diego County. Additionally, Asian Business Association and the Alliance are part of the ***San Diego & Imperial Small Business Development Center Network*** (SBDC).

Along with the Alliance, ABASD will engage community and town councils throughout the County plus over fifty (50) outreach partners who are members of the San Diego Economic Equity First Collaborative, including Access, Barrio Logan Association, Chicano Federation, Convoy District Partnership, Indo-American Arts & Culture Society, Jacobs Center for Neighborhood Innovation, Otay Mesa Chamber of Commerce, RISE San Diego, San Ysidro Chamber of Commerce and Urban League of San Diego.

3.1 This statement is to confirm agreement with the requirements stated in Exhibit A-Statement of Work requirements.

3.1.1 Through its collaborative efforts the ABASD submits the following list of tasks and activities to provide ongoing public outreach and engagement services, analysis and support of the redistricting process:

3.2 Description of Services

3.2.1-3.2.3 Tasks/Activities to be performed

Each task below has a lead person assigned, plus approximate hours to be expended. The timeline is indicated by Week 1 through Week 8. The list below includes the tasks and a corresponding week of completion. Overall coordination of this outreach program will be performed by Rozanna Zane of Dovetail Partners.

Note: Depending on when the IRC receives Federal census information and California modifications, the ABASD will use the time from contract award to the receipt of census data to work with Social Artistry to prepare execution of plans and schedule community meetings (in-person or virtual).

- | | |
|-----------|---|
| Week 1: | 1. Describe target communities and create a list of community-based organizations with whom to collaborate. *See below for a list of community-based organizations with whom we are currently working. [Rozanna Zane, Dovetail Partners] approximately 40 hours |
| Week 1: | 2. Create a public outreach and engagement plan to include specific community-based, religious and civic organizations to engage. [Lauren Garces, Social Artistry] approximately 40 hours |
| Week 2: | 3. Create a meeting (in-person and virtual) and webinar schedule [Lauren Garces, Social Artistry] approximately 30 hours |
| Week 2: | 4. Invite and coordinate outreach and schedules for meetings with appropriate community-based organizations [Leorenz Carpio] approximately 40 hours |
| Week 3: | 5. Assess languages needed in target communities and engage translators for in-person and virtual meetings [Wesley Quach] approximately 40 hours |
| Week 4: | 6. Create printed and digital media and marketing materials in multiple languages [Lauren Garces, Natasha Gemine, Social Artistry] approximately 40 hours |
| Week 5: | 7. Produce all digital and media materials translated into multiple languages. [Wesley Quach, ABASD] approximately 50 hours |
| Week 6: | 8. Create printed materials and videos to be used at in-person meetings [Natasha Gemine, Albert Vu, Alfredo Leano, Ashley Budiwarman, Social Artistry] approximately 30 hours |
| Week 7-8: | 9. Host in-person/virtual meetings and collect input [Wesley Quach, Leorenz Carpio, Lauren Garces, Rozanna Zane] approximately 60 hours |

*Community-based organizations with whom we currently collaborate include: Access, Adams Avenue Business Association, Barrio Logan Association, Chaldean Chamber of Commerce, Chicano Federation, Convoy District Partnership, Indo-American Arts & Culture Society, Jacobs Center for Neighborhood Innovation, Otay Mesa Chamber of Commerce, RISE San Diego, Rotary Club San

Diego, San Diego Asian Pacific Islander Coalition, San Ysidro Chamber of Commerce, Sudanese Community Center, Urban Corp, Urban League of San Diego, The Vine Black News Magazine

Note: Timeline is flexible and dependent on when the IRC receives Federal census information and California modifications-the ABASD will use the time from contract award to the receipt of census data to work with subcontractor Social Artistry to prepare outreach plans and engage community-based organizations.

3.2.4 Methodologies and best practices

The Methods used to inform and engage our target communities include flyers, brochures, posters, word of mouth, up-to-date information on our website and websites of community-based organizations, social media, media releases, mail, email distribution, community meetings, newsletters, local papers both print and digital, radio and PSAs.

According to best practices, it is best to use the means which our target community best prefers to communicate, providing many different ways for the residents to get involved. Word of mouth from a friend or trusted community member is the best for encouraging participation. This is evident in every level of our proposed methodology, encouraging individuals to participate who have not been engaged in the past by involving trusted business, individuals and community-based organizations from their own community. This builds trust, lowers barriers and leads to increased participation.

3.2.5-3.2.6 Issues, risks and mitigation strategies

Implementation barriers may include opposition to the materials being presented, inadequate participation by community-based organizations and cultural and language barriers. The most effective risk mitigation strategy in this case would be risk limitation.

A Progress Monitoring Team including the agreement administrator, the outreach manager and a representative from each subcontractor will meet weekly/monthly to review key data points and achievement of deliverables. They will track progress toward specific project milestones, goals and objectives; identify new or persistent obstacles; and identify needed course corrections.

3.3 Communications Strategy

Methods and strategies to increase public engagement and input in the development of draft redistricting maps are three-fold: 1. raise awareness of the redistricting process; 2. educate the community on how to participate in public input; 3. provide multiple opportunities for a variety of ways to participate and submit input.

ABASD will raise awareness of the redistricting process by collaborating with community-based organizations in each target community, encouraging the community to be a part of the process and influence the planning process; locate venues in each target community for in-person meetings or virtual meetings for recording purposes; provide an overview of the redistricting process, applicable state and federal voting rights laws and how to provide written and oral testimony at public meets.

ABASD will educate the community on how to participate and provide public input on the redistricting process by scheduling in-person or virtual meetings for each target community which will accommodate all residents, including varied business hours, evening hours and weekend options; create printed and digital materials for meetings in multiple languages appropriate for each target community; prepare translators to answer questions during in-person and virtual meetings; conduct outreach through social media campaigns and websites, community newsletter and email lists, mailers and flyers to reach those who may not have access to the internet, radio and PSAs.

ABASD will provide and create each target community multiple opportunities for a variety of ways to participate and submit input including in-person community meetings, virtual webinars, online and mailed surveys and questionnaires, online input tools and/or public comment at in-person and virtual meetings.

Note: For samples of past outreach print and digital materials, see Exhibit B.

Our plan would work to engage residents in rural and unincorporated Target Communities, including the use of mailers and community-based organizations in those Target Communities. We would collaborate with neighborhood associations, faith-based organizations, local businesses and ethnic-based organizations to spread the word of upcoming community meetings and to also assist with collecting input from residents. We would then include those community-based organizations in the meetings to lend confidence and legitimacy to our presentations and request or input.

Our plan would also engage residents in urban Target communities with limited computer/internet access by including the use of mailers, flyers/posters and community-based organizations in those Target Communities. We would collaborate with neighborhood associations, faith-based organizations, local businesses and ethnic-based organizations to spread the word of upcoming community meetings through printed media they distribute such as newsletters, flyers, bulletins and community bulletin boards. We would also ask the community-based organization to assist with collecting input from residents. We would also include those community-based organizations in the meetings to lend confidence and legitimacy to our presentations and request community input.

3.4 Methodologies and Best Practices

Our methodologies and best practices will facilitate the effective engagement and participation of the public in the redistricting process. By soliciting and collecting input from target communities using surveys and questionnaires at meetings, through public comments on websites and social media and mail-in post cards to gather a wide variety of input. Our experience with the methodology of using community-based organizations in target communities in the City of San Diego Economic Development Department- Specialized Outreach and Technical Assistance program shows the probability of success in maximizing engagement and participation. At the conclusion of this 4-month program, our team reported 40,000 businesses had been reached; 746 virtual training events with 17,870 attendees.

3.5 Capacity

ABASD has the necessary infrastructure and is poised to quickly ramp up and bring in additional assistance and staff as the project and schedule deems appropriate. ABASD successfully performed two different contracts with the City of San Diego to deploy technical assistance and outreach to MBEs: 1) City of San Diego CARES Act Coronavirus Relief Fund Specialized Small and Disadvantaged Business Outreach and Technical Assistance Agreement and 2) Promote Inclusive Outreach and Education Across Businesses on Outdoor (Permit) Dining Temporary Policy Changes. The latter was executed in partnership with the Alliance. Additionally, as part of the San Diego & Imperial SBDC Network, the ABASD has helped minority businesses receive more than 8,000 hours in technical assistance and nearly \$40,000,000 in disaster relief capital, including Payment Protection Program loans, Economic Injury Disaster loans, County of San Diego Small Business Stimulus grants, City of San Diego Small Business Relief Funds, Black Business Relief Funds, and Small and Disadvantaged Business Grants. ABASD has expanded its impact through community-based outreach and partnerships while more than doubling its office size to provide a cultural co-working hub for the API community with free meeting and collaboration space for API nonprofits. Because of its diverse programs, ABASD and its subcontractors have the flexibility, capacity and capability to accomplish the tasks assigned in the required timeframe.

3.6 Present and Future Workload

The flexible present and future workload of the ABASD team and its Subcontractors, as well as the additional subcontractors of our subcontractors which we can call upon, allows for seamless integration alongside existing workload commitments. Currently, the ABASD employs a total of 17 staff. Three individuals provide staff supervision, including the President/CEO who supervises the three Unit Leads for Programs, Marketing and Outreach, and Grant Administration/Accounting; the Programs Manager who supervises all business development staff and contractors; and the Director of Marketing and Outreach who supervises members of the Marketing and Outreach Team.

3.7-3.8 Personnel

The personnel assigned to this agreement will be centrally located at the ABASD's office in the Convoy District, 7675 Dagget Street Ste 340. Subcontractors also have office space in the ABASD's office. Personnel other than Dovetail Partners, will work daily in-person at the Convoy-based office. The Dovetail team will work remotely unless and until needed in the office. Each staff person assigned to this agreement will dedicate 50% or more of their hours to support this project, depending on how much time we are ultimately given for the execution of the agreement.

The Asian Business Association San Diego along with its subcontractor Social Artistry, have the flexibility with staff and contractors to ramp up and bring in additional assistance and staff as seems appropriate. Because of this flexibility the ABASD and Social Artistry has the capacity and capability to accomplish the tasks assigned in the required timeframe. The ABASD and its subcontractors have additional subcontractors which we can call upon, allowing for extra support as we need.

Exhibit B- Samples of Materials and Translations





ABASD SBDC

is here to support your business!



Our nonprofit and federally-funded nationwide Small Business Development Center Network offers NO-COST Technical Assistance (including language assistance) to help with:

- New grants and loans available for those affected by COVID-19
- Technical assistance for all small to large-scale businesses
- Entrepreneurs looking to launch their business
- Additional resources, networks, and webinars to grow your business
- Access to capital and so much more!

**Join the nationwide network
and schedule your no-cost appointment today:**

www.abasd.org | (858) 277-2822 | info@abasd.org

Maraming Salamat - We look forward to supporting you!

Funding provided by the City of San Diego



Nuestra Red Nacional de Centros de Desarrollo de Pequeñas Empresas, sin fines de lucro y con fondos federales, ofrece asistencia técnica SIN COSTO (incluyendo ayuda con el idioma) para ayudar con:

- Nuevas ayudas (subsidios) y préstamos disponibles para los afectados por COVID-19
- Asistencia técnica para todas las empresas de pequeña a gran escala
- Empresarios que buscan lanzar su negocio
- Recursos adicionales, redes y seminarios web para hacer crecer su negocio
- Acceso acapital ¡Y mucho más!

**Únase a la red nacional
y programe su cita sin costo hoy:**

www.StrategicAllianceSD.org | (858) 277-2822

Este es el enlace para que su equipo revise nuestros servicios:

<https://www.sdivsbdc.org/alliance-sbdc/>

Financiación proporcionada por la ciudad de San Diego



NEW URGENCY ORDINANCE WILL:



- Allow outdoor business operations for dining and retail in parking lots, on-street parking spaces, and sidewalks as well as neighboring business frontage with written permission of neighboring business owner.
- Waive parking requirements so businesses can make use of private parking lots to place dining furniture and displays, among other retail operations. Streamline and cut red tape for sidewalk cafés.
- Allow "Pedestrian Plazas" to take over on-street parking for expanded outdoor dining and retail.
- Allow business improvement districts to issue Sidewalk Café permits for an expanded area of the sidewalk.
- Waive special event permit fees to allow nonprofit applicants to close streets and conduct business outdoors faster and cheaper.
- Waive special event application processing fees, late fees, and fire inspection fees for street closures.
- Retroactive fee waivers for applicants that were previously approved for an outdoor dining special event permit after May 1, 2020.
- Broaden allowances and reduce required permit for temporary signs so that small businesses can place banners, A-frame signage in the right of way, public health reminders, and other informational signs outdoors on sidewalks while maintaining ADA access.
- Allow for expanded wholesale distribution of food, beverages, and groceries directly to consumers while allowing for social distancing.
- Preserve mobility, safety and emergency access for pedestrians, and preserve requirements that ADA access and path of travel be maintained at all times.
- Require full compliance with all State and County Health Orders and guidance.

GUIDELINES FOR PUBLIC SAFETY:



- Expansion is only allowed into existing parking spaces. **DO NOT BLOCK RED-PAINTED CURBS.**
- The business expansion shall not encroach within 2 feet of the travel lane.
- The installation of a visible and tactile edge, pursuant to Americans with Disabilities Act Guidelines, is required.
- Canopies or umbrellas may be used in conjunction with an outdoor business expansion, but shall not be used as a permanent roof or shelter over the sidewalk café area.
- A clear path, free of all obstructions to the flow of pedestrian traffic, shall be provided in the public right-of-way and shall be maintained at all times.
- The clear path shall be a paved sidewalk that is at least 4 feet wide.
- Items placed in the street parking lane shall not be placed in any manner that blocks or hinders access to a stormwater drainage structure.
- If you see something that looks UNSAFE, say something and report it.



ADDITIONAL OUTSIDE AGENCY REQUIREMENTS:



ABC-218 CV19 Instructions Alcoholic Beverage Control

Purpose of a COVID-19 Temporary Catering Authorization. The COVID-19 Temporary Catering Authorization is intended to assist qualified hospitality businesses with reopening in a manner that is consistent with local and state health and safety directives.

- www.abc.ca.gov/abc-218-cv19-instructions/

State of California SUPPLEMENTAL DIAGRAM

State of California Department of Alcoholic Beverage Control Gavin Newsom, Governor. SUPPLEMENTAL DIAGRAM. Instructions to Applicant:

Draw a sketch of the area on which the licensed premises is or will be located. Show adjacent structures and nearest cross streets. If this is an event for a daily license, catering authorization.

- www.abc.ca.gov/wp-content/uploads/forms/ABC218CV19.pdf

COVID-19 Temporary Catering Authorization Application (ABC-218 CV19)

Department of Alcoholic Beverage Control. State of California. COVID-19 TEMPORARY CATERING AUTHORIZATION APPLICATION. Before completing this application, please review Form ABC-218 CV19 Instructions.

- www.abc.ca.gov/wp-content/uploads/forms/ABC253.pdf

E

LA NUEVA REGLAMENTACIÓN INMEDIATASERA:



- Permitir operaciones de negocios al aire libre para comer y vender en estacionamientos, espacios de estacionamientos en la calle y aceras, así como en las fachadas de negocios de la comunidad con el permiso escrito del dueño del negocio.
- Eliminar los requisitos de aparcamiento para que los negocios puedan hacer uso de los estacionamientos privados para colocar muebles de comedor y exhibidores, además de otras operaciones de venta al por menor. Así como también agilizar y reducir la burocracia para los cafés de las aceras.
- Permitir que "plazas peatonales" se hagan cargo del estacionamiento en la calle para ampliar el comedor al aire libre y los negocios de venta al por menor.
- Permitir que los distritos de mejora de negocios emitan permisos de "Café en la Acera" (Sidewalk Café) para un área ampliada de la acera.
- Eliminar las cuotas de permisos para eventos especiales para permitir a los solicitantes sin fines de lucro a cerrar las calles y llevar a cabo negocios al aire libre más rápido y más barato.
- Eliminar las cuotas de procesamiento de solicitudes para eventos especiales, las cuotas por retraso y las cuotas de inspección de incendios para el cierre de calles.
- Retroactividad de la cuota para los solicitantes que fueron previamente aprobados para un permiso de evento especial de gastronomía al aire libre después del 1 de mayo del 2020.
- Aumentar los permisos y reducir los requisitos del permiso requerido para los anuncios temporales a fin de que los pequeños negocios puedan colocar pancartas, letreros de marco A sobre el derecho de paso, avisos de salud pública y otros anuncios informativos en las aceras con respecto al aire libre. Además, manteniendo al mismo tiempo el acceso para personas discapacitadas según la Ley de Americanos con Discapacidad (the Americans with Disabilities Act, ADA por sus siglas en inglés).
- Permitir una mayor distribución al por mayor de alimentos, bebidas y comestibles directamente a los consumidores, manteniendo el distanciamiento social.
- Preservar la movilidad, la seguridad y el acceso de emergencia para los peatones, además de preservar los requisitos de accesibilidad a ADA, así como también mantener la ruta de desplazamiento en todo momento.
- Exigir el pleno cumplimiento de todas las normas y reglas de salud sanitarias del Estado y del país.

REGLAS PARA LA SEGURIDAD PÚBLICA:



- La expansión sólo se permite en los espacios de estacionamiento existentes. **NO BLOQUEAR LOS BORDES DE LAS ACERAS PINTADAS DE ROJO.**
- Los expansionistas de negocios no deben acercarse a menos de dos pies del carril de circulación.
- Se requiere la instalación de un borde visible y táctil, de acuerdo con las reglas de la Ley de Americanos con Discapacidades.
- Las carpas paraguas pueden utilizarse en combinación con la expansión del negocio al aire libre, pero no se usarán como techo permanente o resguardo sobre la zona de cafetería de la acera.
- Se habilitará un camino despejado, libre de todo obstáculo al flujo del tráfico peatonal, en el derecho de paso público y se mantendrá en todo momento.
- El camino despejado será una acera pavimentada de al menos 4 pies de ancho.
- Los artículos colocados en el carril de estacionamiento de la calle no se deben colocar de manera que bloqueen o dificulten el acceso a una estructura de drenaje de aguas pluviales.
- Si ve algo que parezca POCO SEGURO, repórtelo.



REQUISITOS ADICIONALES DE AGENCIAS EXTERNAS:



ABC-218 CV19 Instrucciones para el control de bebidas alcohólicas

El propósito de una Autorización de Catering Temporal COVID-19. La autorización de servicios de comidas temporales COVID-19 tiene por objetivo ayudar a las empresas de hostelería calificadas a reabrir de forma coherente con las normas de seguridad y salud tanto como locales como estatales.

- www.abc.ca.gov/abc-218-cv19-instructions/

Estado de California DIAGRAMA SUPLEMENTARIO

Departamento de Control de Bebidas Alcohólicas del Estado de California Gavin Newsom, Gobernador. DIAGRAMA SUPLEMENTARIO. Instrucciones para los solicitantes:

Dibuja un boceto del área en la que se encuentra o se encontrará el local autorizado. Muestra las estructuras adyacentes y las calles transversales más cercanas. Si se trata de un evento para una licencia diaria, se requiere de la autorización del catering.

- www.abc.ca.gov/wp-content/uploads/forms/ABC218CV19.pdf

COVID-19 Solicitud de Autorización de Catering Temporal (ABC-218 CV19)

Departamento de Control de Bebidas Alcohólicas. Estado de California. COVID-19 SOLICITUD DE AUTORIZACIÓN TEMPORAL DE CATERING. Antes de completar esta solicitud, por favor revise las instrucciones del formulario ABC-218 CV19.

- www.abc.ca.gov/wp-content/uploads/forms/ABC253.pdf

ລະບຽບໃໝ່ຈະ:



- ອະນຸຍາດຈັດທຸລະກິດຢູ່ນອກໃນເດີນຈອດລົດ, ບ່ອນຈອດລົດຕາມຖະໜົນ, ແລະທາງຢ່າງເປັນບ່ອນກິນເຂົ້າແລະບ່ອນຂາຍເຄື່ອງ. ຖ້າທ່ານຢາກໃຊ້ສະຖານທີ່ຈັດທຸລະກິດທີ່ບໍ່ມີທາງຂ້າງ, ທ່ານຕ້ອງການໃບອະນຸຍາດຈາກເຈົ້າຂອງທີ່ບໍ່ມີສັດນີ້
- ສະຫລະສິ່ງຈຳເປັນສໍາລັບຈອດລົດສະເພາະບໍລິສັດປັບປຸງເດີນຈອດລົດບາດົນເປັນບ່ອນກິນເຂົ້າ, ການສະແດງ, ແລະ ການຂາຍເຄື່ອງອື່ນໆໄດ້
- ເຮັດໃຫ້ການສະໝັກໃບອະນຸຍາດສໍາລັບ Sidewalk Café ງ່າຍກວ່າແຕ່ກ່ອນ
- ອະນຸຍາດPedestrian Plazaຂະໜາດນ້ອຍຂຶ້ນບ່ອນຈອດລົດຕາມຖະໜົນສະເພາະຈັດບ່ອນກິນເຂົ້າແລະບ່ອນຂາຍເຄື່ອງຢູ່ນອກໃຫຍ່ກວ່າແຕ່ກ່ອນ
- ອະນຸຍາດເຂດສໍາລັບພັດທະນາທຸລະກິດ (business improvement districts) ຊຽງອອກໃບອະນຸຍາດສໍາລັບ Sidewalk Café ໂດຍສະຖານທີ່ທາງຢ່າງໃຫຍ່ກວ່າແຕ່ກ່ອນ
- ສະຫລະຄ່າໃບອະນຸຍາດທີ່ເຫດການພິເສດສະເພາະຕັ້ງສະໝັກທີ່ອົງການບໍ່ຫວັງຜົນກໍາໄລປົດຫັນທາງໄດ້ແລະປະເພນີທຸລະກິດຢູ່ນອກໄວກວ່າແລະລະຄ່າຖືກກວ່າແຕ່ກ່ອນ
- ຈັດການສະຫລະຄ່າໃບສະໝັກໄດ້ຮັບໃບອະນຸຍາດສໍາລັບເຫດການກິນເຂົ້າຢູ່ນອກພິເສດແລ້ວ ຫລັງຈາກ ວັນ 1 ເດືອນພຶດສະພາ ປີ 2020
- ອະນຸຍາດສິ່ງຂອງອີກຫລາຍແນວແລະຫລຸດລົງຈຳນວນສິ່ງຈຳເປັນສໍາລັບການອະນຸຍາດປ້າຍຊົ່ວຄາວ, ດັ່ງນັ້ນບໍລິສັດຈັດປ້າຍຊົ່ວຄາວ, ປ້າຍແບບ A-frame, ການເຄື່ອນຄວາມຈຳຫຼັງກັບສູ່ຂະໜາດສະຫລະນະ, ແລະ ປ້າຍໂຄສະນາອື່ນໆຕາມທາງຢ່າງພ້ອມກໍາລັງຮັກສາທາງ ADA (ທາງສໍາລັບຄົນພິການ).
- ອະນຸຍາດການແຈກຢາຍຂາຍເມື່ອອາຫານ, ເຄື່ອງດື່ມ, ແລະ ເຄື່ອງແທ້ງ ຫລາຍກວ່າແຕ່ກ່ອນໂດຍກົງຜູ້ບໍລິໄພກໍາລັງພ້ອມກໍາລັງ Social Distancing
- ຮັກສາຄວາມເຄື່ອນທີ່ໄດ້, ຄວາມປອດໄພ, ແລະ ທາງພາວະສຸກເສີນໃຫ້ຄົນຢ່າງຕາມຖະໜົນ. ລະບຽບໃໝ່ຕ້ອງການຮັກສາທາງ ADA (ທາງສໍາລັບຄົນພິການ) ສະເໝີ
- ຕ້ອງການຍິນຍອມລະບຽບບັງໝີດຂອງສັດຄາລິຟໍເນຍແລະເຂດ San Diego

ລະບຽບສໍາລັບຄວາມປອດໄພສະຫາລະນະ:



- ຂະໜາຍໄດ້ໃນແຕ່ບ່ອນຈອດລົດທີ່ຈັດຢູ່ແລ້ວ, ຫ້າມກິນຂັດຂວາງແດງ
- ການຂະໜາຍທຸລະກິດຢ່າງກວາງໃນ 2 ຟຸດ ທີ່ທາງໄປ.
- ຕ້ອງການນິຍອມທີ່ເຫັນດີຈາກພະແນກທີ່ຈັດຕັ້ງຄືລະບຽບ Americans with Disabilities Act(ADA) ໄດ້ເຈົ້າ
- ບັງສາດທີ່ຄົ້ນຄ້ວາໄດ້ສໍາລັບການຂະໜາຍທຸລະກິດຢູ່ນອກແຕ່ວ່າເປັນຫລັງຄຸກຖາວອນຢູ່ບ່ອນຫລັບໄພຂອງSidewalk Café ບໍ່ໄດ້
- ຕ້ອງຈັດທາງທີ່ຂາດສິ່ງກົດຂວາງໃນທາງໄປສິດທິສະຫາລະນະແລະ ຮັກສາທາງນີ້ໃຫ້ຄົນຢ່າງຕາມຖະໜົນສະເໝີ
- ທາງທີ່ຂາດສິ່ງກົດຂວາງຕ້ອງເປັນທາງຢ່າງທີ່ໄດ້ປຸງແລ້ວ ແລະ ຕ້ອງມີຢ່າງໜ້ອຍຄວາມກວ້າງ 4 ຟຸດ
- ຫ້າມກິນການລະບາຍທີ່ສ້າງໃຫ້ນ້ຳຝົນ
- ຖ້າທ່ານເຫັນສິ່ງທີ່ເປັນອັນຕະລາຍ, ບອກມາໂລດ



ສິ່ງຈຳເປັນຕື່ມອີກຈາກບໍລິສັດອື່ນໆ



ຄໍາແນະນຳກ່ຽວກັບກຳຄວບຄຸມເຫລົ້າ (ABC-218 CV19)

ຈຸດປະສົງຂອງໃບອະນຸຍາດຈັດອາຫານ ຊົ່ວຄາວຍາມໂຄວິດ-19 (COVID-19 Temporary Catering Authorization) COVID-19 Temporary Catering Authorization ຢ່າງຊ່ວຍເປີດອີກເທື່ອບໍລິສັດທີ່ມີໃຈກະລຸນາແລະສະໝັກໃບອະນຸຍາດໄດ້ຕາມລະບຽບກ່ຽວກັບສຸຂະພາບແລະຄວາມປອດໄພຂອງລັດຖະບານທີ່ອົງການທີ່ຂອງລັດຖະບານແຫ່ງລັດຄາລິຟໍເນຍ.

- www.abc.ca.gov/abc-218-cv19-instructions/

ແຖມຮູບພາບຈາກລັດຄາລິຟໍເນຍ

ພະແນກກຳຄວບຄຸມເຫລົ້າແຫ່ງລັດຄາລິຟໍເນຍGavin Newsom, ຜູ້ວ່າການລັດ. ແຖມຮູບພາບ, ຄໍາແນະນຳໃຫ້ສະໝັກ:

ແຕ່ມ່ອນທີ່ການຈັດຈະຢູ່, ສະແດງວ່າໂຄງສ້າງເປັນຈັ່ງໃດແລະຖະໜົນໃກ້ທີ່ສຸດທີ່ສໍາມະທານ

- www.abc.ca.gov/wp-content/uploads/forms/ABC218CV19.pdf

COVID-19 Temporary Catering Authorization (ການອະນຸຍາດຈັດອາຫານຊົ່ວຄາວຍາມໂຄວິດ-19, ເອີ້ນວ່າ ABC-218 CV19 ກໍໄດ້)

ພະແນກກຳຄວບຄຸມເຫລົ້າແຫ່ງລັດຄາລິຟໍເນຍ, ABC-218 CV19. ກ່ອນຂຽນສໍາເລັດຟອມ, ກະລຸນາກວດເບິ່ງຄໍາແນະນຳຂອງຟອມ ABC-218 CV19.

- www.abc.ca.gov/wp-content/uploads/forms/ABC253.pdf



Small Business Health Options Program (SHOP)

Health Insurance Plans

Aug. 1, 2013

About Covered California™

Covered California is charged with creating a new insurance marketplace in which individuals and small businesses can get access to health insurance. With coverage starting in 2014, Covered California will help individuals compare health insurance plans and choose the one that works best for their health needs and budget. Financial help will be available from the federal government to help reduce costs for people who qualify on a sliding scale. Small businesses will be able to purchase competitively priced health plans and offer their employees the ability to choose from an array of plans and may qualify for federal premium assistance. Covered California is an independent part of the state government whose job is to make the new market work for California's consumers. Covered California is a state agency responsible for implementing the federal Patient Protection and Affordable Care Act in California. It is overseen by a five-member board appointed by the Governor and the California State Legislature.

For more information on Covered California, please visit www.CoveredCA.com.

About the Small Business Health Options Program (SHOP)

The Small Business Health Options Program, or SHOP, allows small businesses employing 50 or fewer eligible employees to offer a broad choice of affordable, quality health insurance plans to their workers. SHOP coverage beginning Jan. 1, 2014, will include six health insurance plans in 19 pricing regions throughout California. No region of the state will have fewer than three health insurance plans available, and most will have four or more, with dozens of products to choose from.

Covered California offers small businesses four levels of health insurance plans — Platinum, Gold, Silver and Bronze. Small-business owners will be able to go online to shop and compare coverage options available for their employees.

Certified Covered California insurance agents will assist employers in selecting an “anchor” plan through SHOP's online marketplace. Employers can choose the coverage level that is the best fit, then select the anchor plan in that coverage level that suits their budget. Their employees can choose coverage under the anchor plan, or a different plan so long as it is in the same coverage level. If the employee chooses a more expensive plan, the employee absorbs the additional cost but still has flexibility and choice.

Having this much choice to offer employees puts small businesses on par with larger employers. This is critical in recruiting excellent talent who often seek jobs with top-drawer health benefits. In the past, providing employee choice meant the employer had to pay additional fees. SHOP supplies a broad choice at no additional cost.

Additionally, employees enroll online through SHOP, relieving small businesses of the need to manage enrollment paperwork. Even if employees choose different plans, employers will receive only one consolidated bill.

How Will Covered California's SHOP Help Small Businesses?

Covered California's SHOP will administer enrollment, eligibility, billing and premium collection, so small businesses can focus on their core functions. SHOP also offers an online portal to provide small businesses with ongoing assistance to manage their health insurance.

Small businesses with fewer than 25 full-time-equivalent employees may qualify for federal tax credits of up to 50 percent of the premium cost. The federal tax credit is only available to small businesses that purchase their health coverage through SHOP.

Businesses that previously found it difficult to maintain coverage because of escalating costs can now anchor their contribution to lower cost plans and still provide employees health insurance options.

How much could your small business pay?

Covered California has developed the following scenarios to illustrate how SHOP can offer competitive health insurance options while providing choice for both employees and employers.

The scenarios depict two small businesses:

- 1. a low-wage small business with nine employees**
- 2. a mid-to-high-wage small business with 15 employees**

Each scenario describes health coverage costs employers incurred in 2013, and how much they should expect to pay in 2014 when purchasing a similar level of coverage through SHOP.

For more information about Covered California's SHOP, please contact us at (877) 453-9198 or visit www.CoveredCA.com.

2013 Employee Health Benefit Summary

- All employees have elected this employer's offer of coverage
- Employer covers half the cost of each employee's employee-only premium
- Employer does not cover any of the cost of dependent premium
- Employer is currently offering Anthem Blue Cross Deductible 3000 PPO

Employee No.	Age	Monthly Premium
7	26	\$202
5	29	\$202
1	31	\$250
9	33	\$250
2	36	\$250
6	44	\$337
4	47	\$337
8	51	\$455
3	54	\$455
Total Invoiced by Carrier		\$2,738
Total Employer Responsibility		\$1,369
Total Less Tax Credit (35%)		\$890

2013 Premium Tax Credit Eligibility

- Employee average annual wages are \$24,000
- Employer contributes to employee-only coverage – 50 percent of each employee-only cost
- Total premium contribution from employer for 2013 will be \$16,428
- This employer is entitled to a 35 percent credit on their total contribution to employee health premiums on their 2013 tax filing = \$5,750
- Total employer contribution to employee premiums in 2013 = \$10,678

2014 Scenario

- Employer purchases the Silver plan through SHOP on Jan. 1, 2014
- Employer anchors their contribution to the Kaiser Permanente HSA Plan
- Employee average wages continue to be \$24,000
- All nine eligible employees will be enrolling
- Employer continues to cover 50 percent of each employee premium cost
- The following table summarizes employer costs per month in 2014 using employer chosen anchor plan
- Employees are free to pick any plan they want in the employer's chosen tier

Employee No.	Age	Anthem Deductible 3000 PPO Plan (2013 Plan)	Health Net PPO Plan (Similar SHOP plan)	Blue Shield HMO Plan	Kaiser Permanente HMO Plan	Kaiser Permanente HSA Plan (Anchor Plan)
7	26	\$202	\$251	\$257	\$220	\$211
5	29	\$202	\$275	\$281	\$240	\$230
1	31	\$250	\$285	\$291	\$249	\$239
9	33	\$250	\$294	\$301	\$257	\$247
2	36	\$250	\$302	\$309	\$264	\$253
6	44	\$337	\$343	\$351	\$300	\$288
4	47	\$337	\$384	\$393	\$335	\$322
8	51	\$455	\$458	\$468	\$400	\$384
3	54	\$455	\$524	\$536	\$458	\$440
Total Premium		\$2,738	\$3,116	\$3,187	\$2,613	\$2,614
Total Employer Responsibility (50%)						\$1,307
Total Less Tax Credit (50% in 2014)						\$654

2013 Employee Health Benefit Summary

- All employees have elected this employer's offer of coverage
- Employer currently covers 100 percent of the cost of each employee's employee-only premium
- Employer currently does not cover any of the cost of dependent premium
- Employer is currently offering the Blue Shield Base PPO 30 Plan, featuring a \$3,000 calendar year deductible, \$30 office visit co-pay and \$6,000 annual out-of-pocket maximum

Employee No.	Age	Monthly Premium
14	22	\$243
2	25	\$243
6	28	\$243
3	30	\$294
12	37	\$294
10	38	\$294
1	40	\$409
5	40	\$409
11	40	\$409
15	40	\$409
7	44	\$409
9	45	\$409
4	50	\$546
8	50	\$546
13	58	\$679
Total Invoiced by Carrier		\$5,836
Total Employer Responsibility		\$2,918

2014 Scenario

- Employer purchases the Silver plan through SHOP on Jan. 1, 2014
- Employer anchors their contribution to the Health Net Silver Standard Coinsurance PPO plan
- Employee average wages continue to be \$90,000
- All 15 eligible employees will be enrolling
- Employer continues to cover 50 percent of each employee's premium cost
- Employees are free to pick any plan they want in the employer's chosen tier

Employee No.	Age	Blue Shield Base PPO 30 Plan (2013 Plan)	Blue Shield HMO Plan	Kaiser Permanente HSA Plan	Kaiser Permanente HMO Plan	Health Net PPO Plan (Anchor Plan)
14	22	\$243	\$313	\$255	\$265	\$284
2	25	\$243	\$314	\$256	\$267	\$285
6	28	\$243	\$340	\$277	\$289	\$308
3	30	\$294	\$355	\$289	\$301	\$322
12	37	\$294	\$387	\$315	\$329	\$351
10	38	\$294	\$389	\$318	\$331	\$353
1	40	\$409	\$399	\$326	\$339	\$362
5	40	\$409	\$399	\$326	\$339	\$362
11	40	\$409	\$399	\$326	\$339	\$362
15	40	\$409	\$399	\$326	\$339	\$362
7	44	\$409	\$437	\$356	\$371	\$396
9	45	\$409	\$451	\$368	\$383	\$410
4	50	\$546	\$558	\$455	\$474	\$507
8	50	\$546	\$558	\$455	\$474	\$507
13	58	\$679	\$796	\$649	\$676	\$723
Total Premium		\$5,836	\$6,496	\$5,296	\$5,516	\$5,894
Total Employer Responsibility (50%)						\$2,974

2014 SHOP Rates Compared to 2013 Small Group Market

The following table looks at average small group rates in select California metropolitan areas for the first quarter of 2013 and compares those figures to an average of the first, second, and third-lowest Silver plan for 2014 Covered California SHOP rates for the same areas.

The average premium between equivalent plans shows that in these areas, premium costs have decreased by as much as 17 percent, except for one region.

Averages for 40-year-old Employee Health Care

2014 Lowest Silver Plan	2014 Second- Lowest Silver Plan	2014 Third- Lowest Silver Plan	2014 Average of Three Lowest- Priced Silver Plans	Average of 2013 Comparable Small Group Plans	Difference Between Average Silver Plans & Comparable Small Group Plans
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Region 3 — Sacramento County

Kaiser Permanente HSA \$295	Western Health Advantage HSA \$328	Health Net PPO \$365	\$329	\$334	↓ 2%
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Region 4 — San Francisco County

Chinese Community HMO \$223	Kaiser Permanente HSA \$326	Health Net PPO \$399	\$316	\$403	↓ 28%
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Region 6 — Alameda County

Kaiser Permanente HSA \$310	Health Net PPO \$368	Blue Shield HMO \$474	\$384	\$340	↑ 12%
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Region 15 — Los Angeles County (partial)

Kaiser Permanente HSA \$263	Blue Shield HMO \$272	Health Net PPO \$288	\$274	\$311	↓ 13%
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Region 16 — Los Angeles County (partial)

Blue Shield HMO \$287	Kaiser Permanente HSA \$290	Health Net PPO \$349	\$309	\$362	↓ 17%
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Region 19 — San Diego County

Kaiser Permanente HSA \$263	Sharp HSA \$288	Health Net PPO \$320	\$290	\$324	↓ 12%
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Assumptions: When there were multiple rates from one plan, lowest cost rate was taken and other rates were excluded from comparison. For example, Sharp has three rates in San Diego that took low positions, therefore Health Net's PPO was chosen as third-lowest Silver plan.

Health Insurance Companies by Pricing Region

Region	Counties	Insurance Companies
1	Alpine, Del Norte, Siskiyou, Modoc, Lassen, Shasta, Trinity, Humboldt, Tehama, Plumas, Nevada, Sierra, Mendocino, Lake, Butte, Glenn, Sutter, Yuba, Colusa, Amador, Calaveras, Tuolumne	Blue Shield – PPO (coinsurance), HMO (copay) Health Net – PPO (coinsurance) Kaiser Permanente* – HMO (copay), HMO (coinsurance), HMO (HSA) Western Health Advantage – HMO (copay), HMO (coinsurance), HMO (HSA) <i>*specific areas only</i>
2	Napa Sonoma Solano Marin	Blue Shield – HMO (copay), PPO (coinsurance) Health Net – PPO (coinsurance) Kaiser Permanente – HMO (copay), HMO (coinsurance), HMO (HSA) Western Health Advantage – HMO (copay), HMO (coinsurance), HMO (HSA)
3	Sacramento Placer El Dorado Yolo	Blue Shield – HMO (copay), PPO (coinsurance) Health Net – PPO (coinsurance) Kaiser Permanente – HMO (copay), HMO (coinsurance), HMO (HSA) Western Health Advantage – HMO (copay), HMO (coinsurance), HMO (HSA)
4	San Francisco	Blue Shield – HMO (copay), PPO (coinsurance) Chinese Community Health Plan – HMO (copay), HMO (coinsurance) Health Net – PPO (coinsurance) Kaiser Permanente – HMO (copay), HMO (coinsurance), HMO (HSA)
5	Contra Costa	Blue Shield – HMO (copay), PPO (coinsurance) Health Net – PPO (coinsurance) Kaiser Permanente – HMO (copay), HMO (coinsurance), HMO (HSA)

Health Insurance Companies by Pricing Region

Region	Counties	Insurance Companies
6	Alameda	Blue Shield – HMO (copay), PPO (coinsurance) Health Net – PPO (coinsurance) Kaiser Permanente – HMO (copay), HMO (coinsurance), HMO (HSA)
7	Santa Clara	Blue Shield – HMO (copay), PPO (coinsurance) Health Net – PPO (coinsurance) Kaiser Permanente – HMO (copay), HMO (coinsurance), HMO (HSA)
8	San Mateo	Blue Shield – HMO (copay), PPO (coinsurance) Chinese Community Health Plan* – HMO (copay), HMO (coinsurance) Health Net – PPO (coinsurance) Kaiser Permanente – HMO (copay), HMO (coinsurance), HMO (HSA) <i>*specific areas only</i>
9	Santa Cruz Monterey San Benito	Blue Shield – HMO (copay), PPO (coinsurance) Health Net – PPO (coinsurance) Kaiser Permanente – HMO (copay), HMO (coinsurance), HMO (HSA)
10	San Joaquin Stanislaus Merced Mariposa Tulare	Blue Shield – HMO (copay), PPO (coinsurance) Health Net – PPO (coinsurance) Kaiser Permanente – HMO (copay), HMO (coinsurance), HMO (HSA)

HMO – health maintenance organization

HSA – health savings account

PPO – preferred provider organization

Health Insurance Companies by Pricing Region

Region	Counties	Insurance Companies
11	Fresno Kings Madera	Blue Shield – HMO (copay), PPO (coinsurance) Health Net – PPO (coinsurance) Kaiser Permanente – HMO (copay), HMO (coinsurance), HMO (HSA)
12	San Luis Obispo Ventura Santa Barbara	Blue Shield – HMO (copay), PPO (coinsurance) Health Net – PPO (coinsurance) Kaiser Permanente – HMO (copay), HMO (coinsurance), HMO (HSA)
13	Mono Inyo Imperial	Blue Shield – HMO (copay), PPO (coinsurance) Health Net – PPO (coinsurance) Kaiser Permanente – HMO (copay), HMO (coinsurance), HMO (HSA)
14	Kern	Blue Shield – HMO (copay), PPO (coinsurance) Health Net – PPO (coinsurance) Kaiser Permanente – HMO (copay), HMO (coinsurance), HMO (HSA)
15	Los Angeles (partial)	Blue Shield – HMO (copay), PPO (coinsurance) Health Net – PPO (coinsurance) Kaiser Permanente – HMO (copay), HMO (coinsurance), HMO (HSA)
16	Los Angeles (partial)	Blue Shield – HMO (copay), PPO (coinsurance) Health Net – PPO (coinsurance) Kaiser Permanente – HMO (copay), HMO (coinsurance), HMO (HSA)

Health Insurance Companies by Pricing Region

Region	Counties	Insurance Companies
17	San Bernardino Riverside	Blue Shield – HMO (copay), PPO (coinsurance) Health Net – PPO (coinsurance) Kaiser Permanente – HMO (copay), HMO (coinsurance), HMO (HSA)
18	Orange	Blue Shield – HMO (copay), PPO (coinsurance) Health Net – PPO (coinsurance) Kaiser Permanente – HMO (copay), HMO (coinsurance), HMO (HSA)
19	San Diego	Blue Shield – HMO (copay), PPO (coinsurance) Health Net – PPO (coinsurance) Kaiser Permanente – HMO (copay), HMO (coinsurance), HMO (HSA) Sharp Health Plan – HMO (copay), HMO (coinsurance), HMO (HSA)

HMO – health maintenance organization

HSA – health savings account

PPO – preferred provider organization

blue  of california

Blue Shield of California

Offered in these pricing regions: All

About the insurer:

Blue Shield of California is a California-based nonprofit health insurance company. Our mission is to ensure all Californians have quality health care at an affordable price.

Network

Hospitals: 223

Physicians: 22,048 (does not include hospital-based physicians)

Website: www.blueshieldca.com

Phone: 800-393-6130



Chinese Community Health Plan

Offered in these pricing regions: 4, 8

About the insurer:

Chinese Community Health Plan was formed in 1986 as an alternative health maintenance organization (HMO) for patients served by the Chinese Hospital Health System. The Health System was created more than a century ago to serve Chinese-Americans who were often excluded from mainstream health care. Today, Chinese Community Health Plan continues to offer culturally competent care and is available to those who are employed or reside in San Francisco and northern San Mateo counties.

Network

Hospitals: 9

Physicians: 315

Website: www.cchphmo.com

Phone: 888-775-7888



Health Net

Offered in these pricing regions: All

About the insurer:

Health Net Inc. is a publicly traded managed care organization that delivers managed health care services through health plans and government-sponsored managed care plans.

Network

Hospitals: 204

Physicians: approximately 44,000

Website: www.healthnet.com

Phone: 877-288-9082



Kaiser Permanente

Offered in these pricing regions: All

About the insurer:

Kaiser Permanente began serving the public in October 1945, growing to become one of the nation's largest nonprofit health insurance companies. Today, Kaiser Permanente offers a choice of its many top doctors and specialists and is a pioneer in online tools to let members email their doctor, make appointments and get lab results and prescription refills all online. Kaiser Permanente helps its members to live well, be well and thrive.

Network

Hospitals: 35
Physicians: 14,219

Website: www.kp.org

Phone: 800-464-4000



Sharp Health Plan

Offered in these pricing regions: 19

About the insurer:

As San Diego's only locally based commercial health insurance company, this nonprofit delivery system was formed in 1979.

Network

Hospitals: 10
Physicians: 2,600

Website: www.sharp.com

Phone: 800-827-4277



Western Health Advantage

Offered in these pricing regions: 1, 2, 3

About the insurer:

Western Health Advantage is a nonprofit health insurance company founded by UC Davis Health System, Dignity Health and NorthBay Healthcare System. Western Health Advantage offers services to northern California individuals, families and employees through a broad network of trusted regional health systems and medical groups.

Network

Hospitals: 15

Physicians: 3,000

Website: www.westernhealth.com

Phone: 888-563-2250

هل أنت مقدم رعاية أطفال مرخص أو معفى من الترخيص في سان دييغو؟

منح مقدم رعاية الأطفال بمقاطعة سان دييغو CARES قد تكون مؤهلاً للحصول على تمويل لدعم عملك من خلال برنامج

هي مبادرة لمساعدة مقدمي رعاية الأطفال على تلبية المتطلبات الصحية لفيروس كورونا. ستوزع ٢٥ مليون دولار في قانون التمويل لفيروس كورونا وستبقى مفتوحة أثناء الوباء.



يمكن لمقدمي رعاية الأطفال التقدم بطلب للحصول على الدعم من أجل:
التوظيف
اللوازم
مساعدة الرهن العقاري والإيجار
مرونة الأعمال
تحسينات رأسمالية للمناطق الخارجية

يمكن لمقدمي رعاية الأطفال التقدم بطلب عبر الإنترنت بين ٢٤ أغسطس و ٤ سبتمبر على SDFoundation.org/ChildcareGrants. لطلب تقديم طلب بالبريد، أرسل بريداً إلكترونياً إلى childcare@sdfoundation.org أو اتصل بالرقم (٦١٩) ٨١٤-١٣٨٩.



دم الآن • الموعد النهائي لتقديم الطلبات هو ٤ سبتمبر

أصبحت ممكنة بفضل:



Pwogram Sibvansyon pou moun k ap bay sèvis gadri nan San Diego

Ou ka kalifye nan sibvansyon pou sipòte biznis ou atravè Pwogram Sibvansyon pou moun k ap pran swen timoun nan San Diego County Childcare, yon inisyativ ki pral distribye 25 milyon dola ameriken kòm finansman pou Lwa SWEN an, pou ede moun k ap pran swen timoun yo ranpli kondisyon sanitè COVID-19 la epi rete louvri pandan pandemi an.



Founisè gadri ka aplike pou sipò nan:

- Anbochman
- Pwovizyon
- Asistans ipotèk ak lokasyon
- Rezistans antrepriz
- Amelyorasyon kapital pou zòn izole yo

Founisè swen pou timoun ka aplike sou entènèt ant 24 Out ak 4 Septanm nan sitwèb SDFoundation.org/ChildcareGrants. Pou mande yon aplikasyon pa mwayen lapòs, voye yon imèl nan childcare@sdfoundation.org oswa rele (619) 814-1389.



Aplike Konnya • Dat Limit Aplikasyon an se 4 Septanm

Li posib grasa



Ma waxaad tahay bixiye daryeel rukhsad shaati leh ama shaati laga-dhaafay ee degan San Diego?

Waxaad xaq u yeelan kartaa deeq-lacageed oo lagu taageerayo ganacsigaaga iyada oo loo marayo Barnaamijka Deeqda Bixiyaha Daryeelka Ilmaha ee San Diego, oo ah mashruuc u qaybin doona \$ 25 milyan ee bixinayso maalgelinta Sharciga CARES si loo caawiyo daryeel Bixiyaasha ilmaha/carruurta. Si loo caawiyo/ay u helaan kaalmada; daryeel bixiyaasha waa ineey la kulmaan shuruudaha caafimaad ee COVID-19 oo ay furan yihiin inta lagu gudajiray cudurka faafa.



Bixiyaasha xanaanada carruurta waxay codsan karaan taageero loogu talagalay:

- Shaqaalaha
- Qalabka
- Amaaho iyo gargaarka kirada
- Adkeysiga Ganacsiga
- Hagaajinta raasamaalka aagagga dibedda.

Bixiyaasha daryeelka carruurta waxay ku dalban karaan khadkaonline ka ah inta u dhexeysa Ogosto 24 iyo Sebtember 4 barta [SDFoundation.org/ChildcareGrants](https://www.sdfoundation.org/ChildcareGrants). Si aad u codsato codsi boosta, e-mail childcare@sdfoundation.org ama wac (619) 814-1389.



Codso Hadda • Waqtiga Kama Dambeysta ee codsiga waa 4-ta Sebtember

Waxaa suurta galiyay:



Quý vị là nhà cung cấp dịch vụ chăm sóc trẻ em được cấp phép hoặc miễn giấy phép tại San Diego?

Bạn có thể đủ điều kiện nhận tài trợ để hỗ trợ doanh nghiệp của mình thông qua Chương trình Trợ cấp Nhà cung cấp Dịch vụ Chăm sóc Trẻ em Quận San Diego, một sáng kiến sẽ phân bổ 25 triệu đô la tài trợ theo Đạo luật CARES để giúp các nhà cung cấp dịch vụ chăm sóc trẻ em đáp ứng được các yêu cầu về y tế mùa COVID-19 và vẫn mở cửa trong đại dịch.



Nhà cung cấp dịch vụ chăm sóc trẻ em có thể nộp đơn xin hỗ trợ dành cho:

- Nhân viên
- Vật tư
- Hỗ trợ thế chấp hoặc thuê nhà
- Phục hồi hoạt động kinh doanh
- Cải thiện vốn cho các khu vực ngoài trời

Các nhà cung cấp dịch vụ chăm sóc trẻ em có thể đăng ký trực tuyến từ 24/8 đến 4/9 tại [SDFoundation.org/ChildcareGrants](https://sdfoundation.org/ChildcareGrants). Để yêu cầu đơn đăng ký qua thư, vui lòng gửi email đến childcare@sdfoundation.org hoặc gọi số (619) 814-1389.



Nộp Đơn Ngay • Thời hạn nộp đơn đăng ký là ngày 4/9

Được thực hiện bởi





**Asian Business Association San Diego
7675 Dagget Street ste 340
San Diego CA 92111**

**RFP 10926 Proposal
Independent Redistricting Commission Public Outreach and Engagement Services**

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Pricing/Payment Schedule

- 1.1. Based on the services expressly required and reasonably inferred from the SOW, and your proposed technical approach outlined in your response to section 3 of the submittal items, provide your proposed fixed price which is inclusive of associated travel and per diem expenses for in-person activities. Fixed prices shall be communicated in a format similar to the below table. The anticipated budget for this effort is \$150,000.
- 1.2. Due to the uncertainties created by the COVID 19 pandemic, it is unknown at this point in time the extent to which in-person meetings will be permissible and/or recommended on the grounds of public safety. The ABAS has proposed in-person meetings as well as virtual meetings to take place in target communities. Although virtual meetings do not require the cost of a venue or travel costs, virtual meetings do incur A/V, digital recording and production costs.

Work/Activity Description	Price
Consulting Services- Subcontractors including CBO's	\$ 55,500.00
Managerial and/or administrative support	\$ 5,000.00
Clerical/staff support	\$ 3,000.00
Documents, reports, forms- digital and print design	\$ 9,000.00
Reproduction- flyers, mailers, posters, tri-folds	\$ 10,000.00
Direct Expenses- ABASD staff	\$ 26,000.00
Indirect Expenses	
Technical Support- A/V for in-person or virtual meetings	\$ 12,000.00
Translation Services- in-person and virtual meetings/digital and print materials	\$ 15,000.00
Public Input Meetings- (minimum of 10 in-person or virtual meetings)	\$ 10,000.00
Technical assistance	\$ 5,000.00
All associated travel and per diem expenses	\$ 5,500.00
Any other items (itemize)	

Grand Total Fixed Price

(inclusive of associated travel and per diem expenses for in-person activities) **\$149,000.00**

2.3 In the event the County's IRC requests additional outreach sessions, the fixed prices listed below per session for:

- | | |
|---|-------------------|
| 1. Outreach sessions conducted on-site in San Diego County | \$8,900.00 |
| 2. Outreach sessions conducted virtually | \$8,200.00 |

2.4 For both on-site and remote sessions the below breakdown applies:

Work/Activity Description	Price
Consulting Services- Subcontractors including CBO's	\$ 2,000.00
Clerical/staff support	\$ 200.00
Documents, reports, forms- digital and print design	\$ 500.00
Reproduction- flyers, mailers, posters, tri-folds	\$ 1,000.00
Direct Expenses- ABASD staff	\$ 2,000.00
Technical Support- A/V for in-person or virtual meetings	\$ 1,000.00
Translation Services- in-person and virtual meetings/digital and print materials	\$ 600.00
Public Input Meetings- in-person	\$ 1,000.00
Technical assistance	\$ 200.00
All associated travel and per diem expenses	\$ 400.00
Any other items (itemize)	

Total **\$8900.00**

Work/Activity Description	Price
Consulting Services- Subcontractors including CBO's	\$ 2,000.00
Clerical/staff support	\$ 200.00
Documents, reports, forms- digital and print design	\$ 500.00
Reproduction- flyers, mailers, posters, tri-folds	\$ 1,000.00

Direct Expenses- ABASD staff	\$ 2,000.00
Technical Support- A/V for in-person or virtual meetings	\$ 1,000.00
Translation Services- in-person and virtual meetings/digital and print materials	\$ 600.00
Public Input Meetings- virtual meetings	\$ 300.00
Technical assistance	\$ 200.00
All associated travel and per diem expenses	\$ 400.00
Any other items (itemize)	
Total	\$8200.00