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CITY OF MILPITAS
PLANNING DIVISION

December 12, 2011

Diana L. Barnhart
Economic Development Manager
City of Milpitas
455 E. Calaveras Blvd.
Milpitas, CA 95035

Subject: BRIM Program

Dear Diana:

Progress for the 2nd quarter funding of the BRIM project fell short of expectations. BRIM Teams regrouped, lists were reassigned, and training for follow up was accomplished. Since October, November, and December is considered to be the "holiday" season, BRIM Team volunteers concentrated on their own core business objectives for the season. Each has assured me that beginning the new year; they will be back in full capacity toward the BRIM project objectives. I have every confidence that we will qualify for 4th quarter funding.

To recap:

- Began the program with 277 identified businesses to contact
 - 82 were contacted
 - 59 surveyed
 - 5 not interested
 - 4 identified "at risk" companies mostly due to BART extension
 - 10 companies indicated interest in Foreign Trade Zone
 - 2 possible sources for EB5 funding
- Began 2nd quarter with 213 identified businesses left over from 1st quarter
 - Added 10 new business names to list
 - 18 were contacted
 - 3 surveyed
 - 4 not interested
 - No further companies considered "at risk" at this time
 - Need to follow up on Foreign Trade Zone interests
 - Letter from chamber was sent with delegation back to China for consideration for EB5 funding, expect response sometime in first quarter of new year
- BRIM Team training on follow up concluded
- BRIM Teams regrouped with list re-assigned

This short report reflects the activity performed during the 2nd quarter of our agreement. Please contact me at any time if you require further clarification. As a result of the 2nd quarter performance, the Chamber is not requesting additional funding for the 3rd quarter.

The Chamber remains committed to the Business Outreach in Milpitas Program and continue to support the economic development goals of the City to retain and grow local businesses.

Respectfully,

Carol Kassab, CEO
Milpitas Chamber of Commerce