

March 20, 2024



Treasurer & Tax Collector
CITY AND COUNTY OF SAN FRANCISCO

First Year Free

Presented by Amanda Fried, TTX and Katy Tang, Office of Small Business



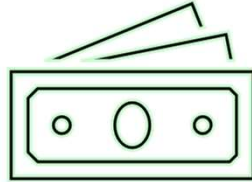
First Year Free

First Year Free to supports San Francisco small businesses as they recover from the pandemic. Since November 1, 2021:

6,533 First Year Free Enrollments



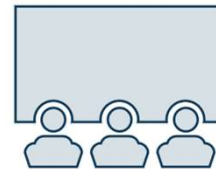
\$1,413,000
DBI



\$909,000
TTX



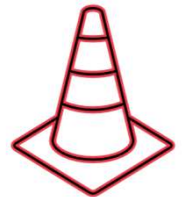
\$401,000
DPH



\$64,000
ENT



\$39,000
CPC



\$29,200
DPW

Total Waived: \$2.96 million



First Year Free Extension

Ordinance extends program for one year to June 30, 2025.


Program Overview

- Waives the cost of initial registration fees, initial license fees, first-year permit, and other applicable fees for qualifying new businesses and new locations of existing businesses.
- To Qualify:
 - \$5 million or less in San Francisco gross receipts.
 - Registered location that is for commercial use.
 - Not a home-based business or short-term rental.
- Requires repayment if a business has more than \$15 million in San Francisco gross receipts in the year the business commenced or in any of the three years following.

How do businesses enroll in First Year Free?



New Business Registration (new business)



A screenshot of the "BUSINESS REGISTRATION" page. The header shows "BUSINESS REGISTRATION" in white text on a dark blue background. Below the header is a sidebar with a list of steps: "Organization Type" (highlighted), "Business Identification", "Change of Ownership", "Ownership Information", "Business Officers", "Business Activities", "Business Information", "Taxes and Fees", "Location Details", and "Review & Submit". The main content area is titled "Organization Type" and contains a dropdown menu with the text "What is the organization type of this business? *". Below the dropdown is a question "Is this business a non-profit? *" with radio buttons for "Yes" and "No". A blue "Continue" button is at the bottom right.

Organization Type

Business Identification

Change of Ownership

Ownership Information

Business Officers

Business Activities

Business Information

Taxes and Fees

Location Details

Review & Submit


Organization Type

What is the organization type of this business? *

Is this business a non-profit? * ☐ Yes ☒ No

Continue

Account Update (new location, existing business)



A screenshot of the "ACCOUNT UPDATE" page. The header shows "ACCOUNT UPDATE" in white text on a dark blue background. Below the header is a form with the following fields: "To begin Account Update, enter:" (text input), "Your seven (7) digit Business Account Number" (text input), "The last four (4) digits of your Tax Identification Number" (text input), and "Your eight (8) character Online PIN" (text input). A blue "Login" button is at the bottom right.

ACCOUNT UPDATE

To begin Account Update, enter:

Your seven (7) digit Business Account Number

The last four (4) digits of your Tax Identification Number

Your eight (8) character Online PIN

Login

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Amount Waived by Fiscal Year



	Total \$ Waived	Waived by Department						
		DBI	TTX	DPH	ENT	CPC	DPW	POL
FY 2021-22*	\$288,715	\$88,160	\$103,498	\$79,434	\$9,670	\$4,568	\$2,569	\$816
FY 2022-23	\$1,649,977	\$868,781	\$529,267	\$192,842	\$21,987	\$23,945	\$10,698	\$2,454
FY 2023-24*	\$1,017,042	\$455,830	\$359,927	\$128,580	\$32,737	\$10,838	\$15,925	\$13,204

* Partial Fiscal Year

First Year Free Program Impact

"My dream of having a restaurant came true. I walked into the Office of Small Business not knowing what to do or how to start, but was able to get through the permitting process quickly and benefit from the First Year Free program."

*Andrea Alfaro, owner, **El Mil Amores***



El Mil Amores, located at 2780 21st St. In the Mission District, saved \$11,000 in waived fee through the First Year Free Program.



Tala Wine, located at 4625 Mission St in the Excelsior district, opened in May 2023 and benefitted from the First Year Free Program.

"When I first started my online wine club and shop, opening a physical location was a dream, but also a risk. First Year Free saved my business thousands of dollars while we were renovating our space and preparing to open. It helped give me an edge as Tala Wine got up and running."

*Tala Drzewieski, owner of **Tala Wine Co.***

More examples of the impact of First Year Free include:

- **Mamahuhu Restaurant:** \$17,000 in fees waived when opening their second location
- **Anomaly:** Michelin-starred restaurant opened with the help of \$13,000 in fees waived
- **Style By Lana:** a new salon had \$5,000 in fees waived
- **Cassava Restaurant:** \$7,000 in fees waived
- **Glaze Donuts,** \$16,000 in fees waived when it expanded to its second location
- *And thousands more!*



Mamahuhu, 3991 24 St, Noe Valley



Anomaly, 2600 Sutter St, Lower Pacific Heights



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Questions?
