



County of Fresno

Quarterly Activity Report

Quarter 1

Fiscal Year 2023-24

July 1, 2023 – September 30, 2023

Will Oliver	VP of Business Services & President/CEO
Lee Ann Eager	President/CEO
Sherry Neil	Chief Operating Officer
Paul Thorn	Controller
Chris Zeitz	Director of Special Projects
Julian Ramos	Client Services Manager
Jackie Cuevas	Business Expansion and Retention Coordinator
Spencer Bremer	Research Analyst
Marcia Dansby	Economic Development Specialist
Cindy De La Rosa	Employer Engagement Specialist
Danielle Dixon-Oglesby	Workforce Training Coordinator
Darian Galindo	Business Retention Specialist
Ray Jones	Accountant
Cody Laird	Economic Development Specialist
Marcella Lara	Business Retention Specialist
Tiffany Louk	Business Attraction Specialist
Kaila Lugo	Office Administrator
Merritt Pacini	Executive Assistant to the CEO
Jennifer Sanchez	Economic Development Specialist
Nicole Teraoka	Contracts Compliance Manager
Mai See Vang	Program Coordinator
Malee Vang	Social Care Coordinator
Ross Williams	Research Analyst

County of Fresno

Quarterly Activity Report

This report summarizes the agreement requirements between the County of Fresno and the Fresno County Economic Development Corporation (EDC).

Division Mission

To market Fresno County as the premier location for business prosperity.

Fresno County EDC Services

The Economic Development Corporation serving Fresno County is a nonprofit organization established to market Fresno County as the premier location for business prosperity. We facilitate site selection for new businesses within Fresno County and assist in the retention and expansion of businesses through our alliance with collaborative partners and resources.

The EDC agrees to the following services:

1. Provide site visits to businesses interested in locating in Fresno County. The EDC will report the number of site visits including names of the business (unless the business expressly requests to remain anonymous), type of industry, and location in the quarterly report to County;
2. The EDC will provide technical assistance to businesses staying in Fresno County or expanding their operations;
3. The EDC will allow County access to industrial inventory. Please see www.fresnocountycities.com;
4. The EDC will maintain, monitor, and draft any required revisions of the County's Comprehensive Economic Development Strategy (CEDS) for approval by the County and help the County achieve the economic development objectives of the CEDS; and
5. The EDC, in coordination with the County Administrative Office, will help implement policies and programs from the Economic Development Element of the County of Fresno General Plan.

County of Fresno Economic Snapshot

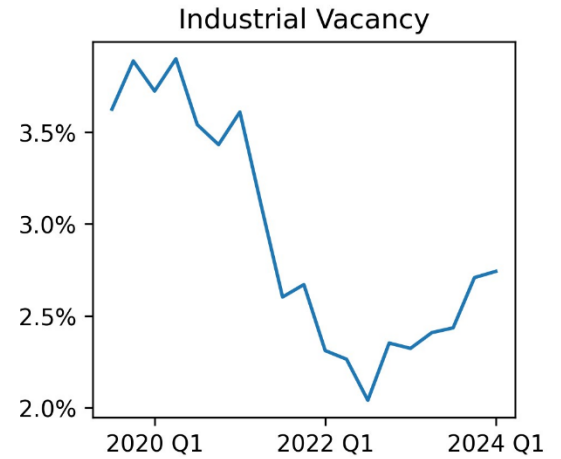
Quarter 1, FY 23-24

Industrial, Office, and Retail Vacancy

In the County of Fresno this quarter the industrial vacancy rate remained at 2.7%, the office vacancy rate decreased from 8.5% to 7.9%, and the retail vacancy rate increased from 4.5% to 4.7%.

Q1 FY23-24	Industrial	Office	Retail
Fresno County	2.7%	7.9%	4.7%
East Side Cities	3.9%	1.8%	2.0%
West Side Cities	1.0%	0.0%	7.2%

Source: CoStar.com

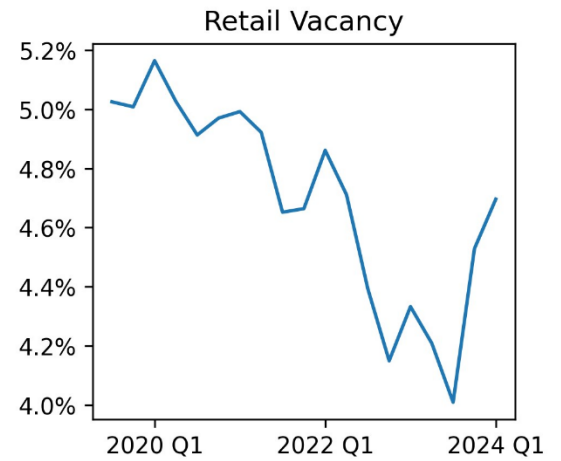
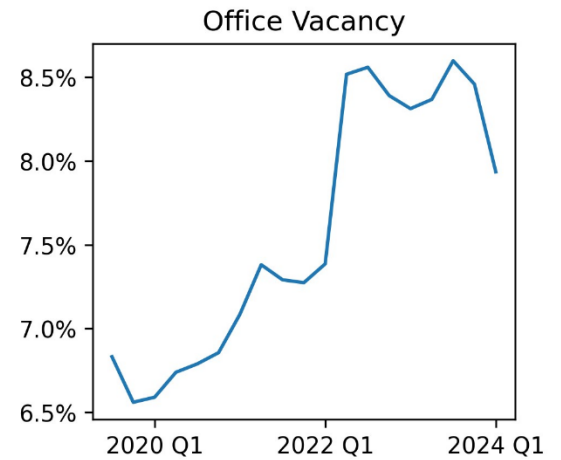


August 2023 Unemployment Rates

The preliminary unemployment rate in the County of Fresno was 7.0% in August 2023, down from 7.5% in May 2023. This compares to a non-seasonally adjusted unemployment rate of 5.1% for California and 3.8% for the nation during the same period.

Area	Labor Force	Unemployment Rate
Fresno County	458,400	7.0%
East Side Cities	54,700	7.7%
West Side Cities	25,600	10.2%
Metro Cities	299,100	6.4%
Unincorporated	79,000	8.2%

Source: State of California Employment Development Department

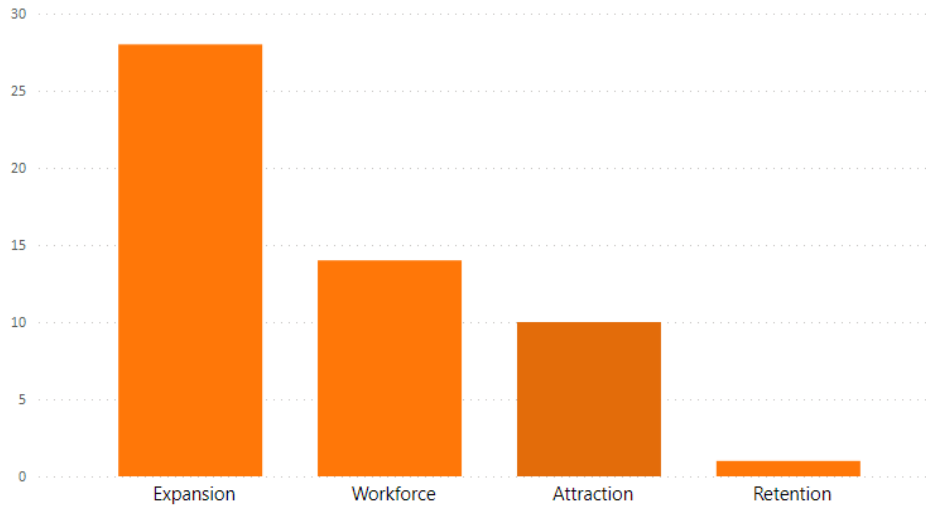


Business Retention and Expansion Outreach

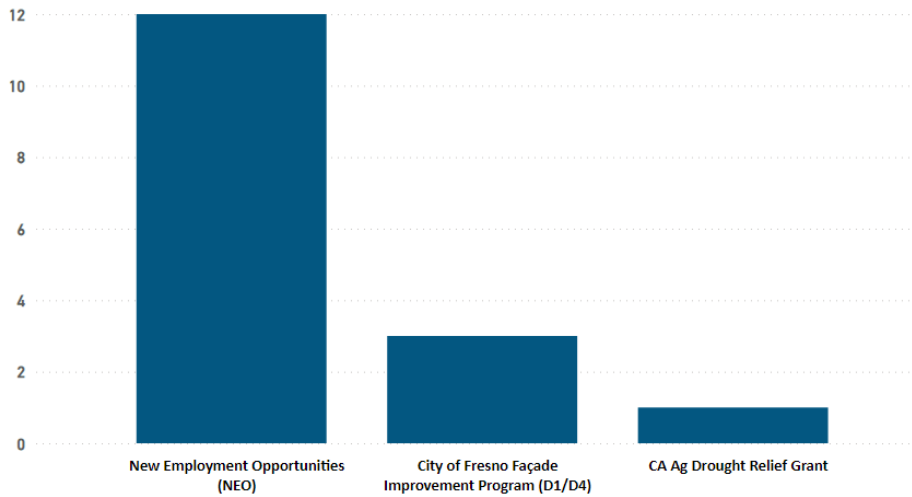
Stemming from direct outreach, workshops, one-on-one meetings, and marketing efforts, the areas of interest and number of referrals generated are reflected below:

Clients Served	Q1 FY24	FY24
	259	259

Business Expansion and Retention Projects



Incentives Assistance & Information



East Side	West Side	Metro
Fowler	Coalinga	Clovis
Kingsburg	Firebaugh	Fresno
Orange Cove	Huron	
Parlier	Kerman	
Reedley	Mendota	
Sanger	San Joaquin	
Selma		

See Appendix Item 1 for sources

Business Attraction and Expansion Activity

During the first quarter, the EDC generated **7** new business leads and responded to **3** requests for information.

	Q1 FY24	FY24
New Business Leads	7	7
Requests for Information	3	3

New Leads

MONTH	CLIENT NUMBER	SOURCE	INDUSTRY	JOBS	SITE REQUIREMENTS	PARTICIPATING CITIES
JULY	CCVEDC 2315	CCVEDC Lead	Transportation & Logistics	TBD	800,000-1,000,000 SF Warehouse	All
	230801A1	Website	Manufacturing: Chemical Products	8	80,000-110,000 SF 1,000 SF Office	All
	230620A1	Local Partner	Battery Storage	2	TBD	All
	Project London	GO-Biz Lead	Pharmaceuticals	200	88,000SF, 20AC	All
AUGUST	230810	Newsletter	Assisted Living	30	TBD	Fresno
	230816	Other	Semiconductors & Renewable Energy	TBD	TBD	TBD
SEPTEMBER	230908	Website	Plastics	4	22,000-35,000SF Industrial	All

Requests For Information

	CLIENT NUMBER	SOURCE	INDUSTRY	DETAILS
AUGUST	RFI - 230817	Website	Real Estate	Client is a Bay Area investor interested in investing in multifamily developments in Fresno or Clovis.
	RFI - 230824	Direct Lead	Renewable Energy	Client uses patented process to generate renewable biomass energy.
	RFI - 230809	Website	Renewable Energy	Client develops and deploys renewable energy microgrids.

Partnership with Department of Social Services

The EDC has been contracted to assist the Fresno County Department of Social Services in marketing the New Employment Opportunities (NEO) program, Ready2Hire, and identify prospective employers to hire from the pool of eligible NEO job seekers.

Customized Workforce Trainings

Realizing the current labor demands among our local businesses, the EDC, Department of Social Services and educational partners have worked with industry stakeholders to develop customized trainings to fulfill today's workforce needs. Utilizing input from various industry practitioners, each training curriculum is developed to create career pathways to meet tomorrow's industry needs, help businesses grow, and put individuals back to work. Below is a list of customized training programs underway:

Valley Apprenticeship Connections

Pre-Apprenticeship Program. The partnership between Fresno County EDC, the Department of Social Services, and Fresno EOC will provide a 12-week program comprised of classroom and construction-based training.

John Lawson Truck Driving

Class A Truck Driving Class. The 10-week training is a partnership between Fresno County EDC, the Department of Social Services, West Hills Community College, and Lawson Rock and Oil.

Central Valley Training Center

Pre-Apprenticeship Program. The partnership between Fresno County EDC, the City of Selma, and High-Speed Rail Authority will provide a 12-week program comprised of classroom and construction-based training.

Good Jobs Manufacturing Generalist

Six Week Program. The partnership between San Joaquin Manufacturing Alliance, The National Manufacturing Institute, California Tooling & Machining Apprenticeship Association (CTMAA), City of Reedley, and Reedley College provides a 6-week program comprised of applied and classroom-based instruction in Computer Aided Drafting & Design, Computer Aided Manufacturing & Machining, Electrical Systems Technology, Maintenance Mechanics, and Welding.

Highlights

July 2023

Good Jobs Challenge Manufacturing Generalist Program | Fresno County

Congratulations to the pilot Manufacturing Generalist Training Program cohort! Eight motivated students successfully completed the 5-week training program at Reedley College and received their Certificate of Completion on July 28, 2023. The graduation ceremony was attended by Fresno County EDC President & CEO, Lee Ann Eager, along with EDC staff, Good Jobs Challenge backbone partner Genelle Taylor Kumpe of the San Joaquin Valley Manufacturing Alliance, President of Reedley College Dr. Jerry Buckley and his staff, training instructor Dick Herman from California Tooling & Machining Apprenticeship Association, and instructor Estevan Arreguin of Reedley College. Three students shared inspiring journey experiences, expressing their genuine passion for manufacturing careers and the value of the Manufacturing Generalist Training Program. Exciting news - a couple of our exceptional graduates have already secured positions with PNM Company, a testament to their remarkable skills and dedication. More employers are eager to interview this talented cohort in the upcoming weeks.



Fresno Plumbing Job Fair Recruitment | City of Fresno

The Business Expansion and Retention (BEAR) and Good Jobs Challenge (GJC) teams successfully arranged a job fair on behalf of Fresno Plumbing and Heating Inc. (FP&H). The team reached out to potential job seekers through the New Employment Opportunities program, inviting them to the event. In cases where individuals were not interested, the team also provided assistance in exploring other industries of their interest. During the fair, FP&H conducted in-person interviews and ultimately hired 11 new Plumbing Trainees at a starting wage of \$19/hour. The company was delighted with the overall outcome and turnout of the job fair, prompting their interest in organizing another one early next year.

Mezcal Lounge | City of Fresno

Economic Development Specialist Cody Laird assisted Mezcal Lounge in applying for the second round of the California Venues Grant. The business was the only awardee in the second round from the City of Fresno and was awarded \$195,000.

Business Outreach | West Side Cities

Economic Development Specialist Jennifer Sanchez carried out targeted outreach in the city of Mendota specifically focusing on restaurants in the downtown area. This effort yielded positive results, as numerous businesses she engaged with became aware of the Economic Development Corporation (EDC) and the valuable services it can provide to their operations. By connecting with local restaurants in the region, we aim to continue spreading awareness about the EDC, encouraging businesses to rely on its support and assistance.

Jennifer Sanchez, the EDS, has also been actively engaging with city managers in the rural cities located on the west side of Fresno County. As a consequence of these efforts, a proposal for a tentative West Side city meeting date has been set for September 21st, enabling continued discussions on economic development within these west side cities.

Talent Pipeline Management Training | All

Fresno County EDC's Program Coordinator, Mai See Vang, recently completed the Talent Pipeline Management (TPM) training in Ventura, CA. TPM, developed by the U.S. Chamber of Commerce Foundation, offers six powerful strategies to foster employer collaboration and tackle vital workforce challenges. Mai See is looking forward to applying these invaluable frameworks and creating meaningful engagement with our local employers.



Sanger Facade Improvement Grant | East Side

Economic Development Specialist Marcia Dansby conducted business outreach in the city of Sanger specifically in the downtown area for the city's Facade Improvement Grant. As a result of her efforts, multiple businesses she engaged with have successfully applied for the grant and are currently awaiting a decision on their applications. Marcia will remain committed to the process and will be following up with these businesses to track their progress and learn about their funding success. The Facade Improvement Grant's purpose is to support local businesses in enhancing their storefronts, which will undoubtedly contribute to the overall revitalization of the downtown area, benefiting the community as a whole.

Fresno Airport District | City of Fresno

The Fresno County EDC took part in the Fresno Airport District's first-ever "Christmas in July" block party event. During this occasion, the EDC generously donated more than 10 backpacks to contribute to the back-to-school essentials. The event turned out to be a tremendous success, attracting approximately 1,000 attendees. Among the highlights, 300 backpacks filled with supplies and a tablet were distributed to ensure that children are well-prepared for the upcoming school year.

The event boasted an impressive lineup of 32 vendors and featured 3 food trucks including La Jacka Mobile. A special moment during the ceremony was when President and CEO Lynisha Senegal honored Lee Ann Eager for her invaluable support to Vision View and the Airport District. The collaborative effort between the Fresno County EDC and the Fresno Airport District made this event truly memorable and impactful.

Commercial Real Estate Course | All

Business Attraction Specialist Tiffany Louk completed the 2023 Foresite Commercial Real Estate Launch Program hosted by Colliers. Her spot was generously sponsored by Fresno's Commercial Real Estate Women chapter, which she joined to enhance professional relationships with local brokers. The program was an intensive 9-week course of study that required twice-a-week lecture attendance, weekly research topics, modules, exams, and assignments. Assignments were a direct application of knowledge learned in class and included: Lease Abstracting, Submarket Study, Letter of Intent, Purchase Agreement, Loan Quotes, Underwriting, and Investment Offering. Tiffany excelled at the course; her submarket study was presented by broker partners to their own clients as an accurate depiction of local market conditions.



Events attended | Five Cities

In July, Economic Development Specialist Marcia Dansby proactively engaged with the rural cities on the east side of Fresno County, making sure to establish a presence in these areas. She attended two events: the Selma Chamber mixer and "Good Morning Reedley" at Prima Wawona. These gatherings provided valuable opportunities for business networking. Participating in these events allowed Marcia to interact with local businesses, promote EDC's services, and spark important discussions that could result in valuable partnerships and assistance for business owners.

New Employment Opportunities Program | Fresno County

The BEAR team has been dedicating its efforts to the New Employment Opportunities program, achieving success in July with the enrollment of one new NEO business and the renewal of three others. BEAR Coordinator Jackie Cuevas, collaborated closely with Bonnie Smith, owner of Forever Care Inc. Having been a part of the NEO program in the past, Forever Care Inc. experienced remarkable success, leading them to renew their participation to meet their workforce needs. The company's plans for expansion, including the opening of a second location in the coming months, make it even more essential for our participants in the NEO program as they will provide valuable on-the-job training. The EDC will continue to support Forever Care with their expansion and retention needs.

Economic Development Specialist Cody Laird has been actively supporting the business expansion of Espinoza Brothers Food Distribution Inc. by offering various beneficial business resources, including enrolling the company in the NEO program. Cody Laird's involvement will continue as he works closely with the business, providing assistance with workforce-related matters and addressing any other inquiries that may arise.

CVTC Job Fair | Five Cities

On July 6th, 2023, Danielle Dixon-Oglesby and students from CVTC cohort 9 attended the Job Fair. The Job Fair was hosted at a new location: The Portuguese Hall in Selma, CA. 5 businesses, USPS, Dragados Flatiron, Elite Team Office, Caltrans, and Fresno Plumbing and Heating were present. Each student introduced themselves and provided resumes to the businesses they were interested in. From the Job Fair 3 students were hired at Fresno Plumbing and Heating. Also, one student pictured below was hired on the spot at Dragados Flatiron.



Coalinga City Council | West Side Cities

The Fresno County EDC Executive team was honored to facilitate a presentation on the EDC's services at Coalinga City Hall. Highlighting recent impacts from our business attraction, expansion, and retention efforts in the City of Coalinga. During the pandemic, the EDC helped secure over \$84,000 in direct funding for Coalinga's businesses.

Wootzano | All

Fresno's Attractions team welcomed Wootzano to Fresno as Dr. Atif Syed, CEO, Dr. Jesse Opoku, COO, and their engineering team arrived to begin work on their first US installation. Tiffany coordinated with Business Street Media Group on a press release 8/7/2023 showcasing the company's entry into the US market. Fresno EDC provided extensive assistance in site selection as well as pivotal connections to local partners and institutions. Wootzano's technology is set to transform our region's packing industry by providing exciting job opportunities and innovative solutions to the industry's greatest challenges. Business Attraction Specialist Tiffany Louk and COO Sherry Neil will be attending Wootzano's event, "NOVA," as part of the EDC's Trade Mission to the UK and Italy to meet with partners and recruit food processing and agtech businesses to Fresno County.



Comprehensive Economic Development Strategy Grant Award | Fresno County

The County of Fresno received notification that they were awarded a \$150,000 grant from the Economic Development Administration to support the 5 Year CEDS update. EDC staff worked closely with County staff on developing the grant application, which includes additional funding to digitize the CEDS online, provide translation in multiple languages, and to conduct robust outreach throughout the 14 participating cities and unincorporated areas. EDA shared that they hope the Fresno County project will serve as a model for conducting extensive community engagement as part of the CEDS process. EDC staff will support the County on issuing a competitive RFP process for qualified consultants and project coordination.

NEO/R2H Marketing | Fresno County

Economic Development Specialists Marcia Dansby and Jennifer Sanchez have taken the initiative to market NEO enrollment for businesses and job seekers in rural cities. They distributed updated NEO program flyers, available in both English and Spanish, promoting NEO and EDC training programs at strategic locations such as Department of Social Services offices, City Halls, and nutrition centers. As a result of these marketing efforts, we expect increased awareness of and enrollment in the EDC training programs.

CVTC Graduation | Fresno County

On July 7th, 11 students from cohort 9 graduated from the CVTC program. This year graduation was held at a new location, the Selma Arts Center. Family, friends, supporters, and dignitaries wished the students well. Each student received a gift bag with tools and certificates of completion. 2 students spoke about their experience in the program and supporters gave remarks about the success of the program and congratulated them.



La Jacka Mobile | City of Fresno

Vice President of Business Services, Will Oliver, and BEAR Coordinator, Jackie Cuevas, played crucial roles in supporting La Jacka Mobile's business expansion. La Jacka Mobile is a family-owned business specializing in Vegan Mexican food made from scratch using Jackfruit. Initially, the business had secured a lease with Bitwise for their first restaurant, for June 2023. Unfortunately, due to unforeseen circumstances, the lease agreement fell through. In response, the business sought assistance from the Economic Development Corporation (EDC) for their expansion plans and site selection.

Will Oliver took charge and connected with Will Dyck, exploring the possibility of revisiting the Bitwise space and reestablishing the lease. The business aims to station their food truck outside the Bitwise building for marketing purposes leading up to their grand opening in early September at Bitwise. Additionally, the EDC facilitated an introduction with Full Circle Brewing, offering La Jacka an opportunity to station their food truck on their premises. Currently, dates are being planned for this collaboration.

The BEAR team also provided invaluable assistance by offering grant information to aid in their business expansion efforts. Moving forward, the team will continue to support La Jacka Mobile, guiding them through the enrollment process into the NEO program and offering further assistance to ensure their successful expansion.

August 2023

Will Oliver, President & CEO | All

Fresno County EDC is thrilled to announce the appointment of our new President and CEO, William Oliver. A third-generation Central Valley native, Will's outstanding efforts at the EDC over the past ten years have resulted in immeasurable economic and social advancement opportunities for Fresno County. A tireless champion of our community, he was not only instrumental in bringing \$23 million of investment to Fresno County through the U.S. Economic Development Administration's Good Jobs Challenge. He has also overseen Fresno County EDC's high-speed rail development, foreign direct investment, economics research, and capital recruitment initiatives.



Lee Ann's Retirement | All

Lee Ann Eager and the entire team at Fresno County EDC would like to thank all our treasured partners for the opportunity to serve you these past 14 years. It has been an honor and a privilege working together to make Fresno County the premier location for business prosperity. She also looks forward to continuing to advocate for the Central Valley as Chair of the California Transportation Commission. The staff at Fresno EDC thank her for her incredible work on behalf of our community, and for embodying what it means to lead by serving. We are eager to continue her valuable work blazing a path forward to a bright future full of opportunity for all in Fresno County.



Access Plus Capital Relocation Announcement | City of Fresno

EDC President and CEO Lee Ann Eager, COO Sherry Neil, VP of Business Services Will Oliver and Economic Development Specialist Cody Laird attended a press event for Access Plus Capital's announcement of the purchase of a new building in Downtown Fresno that will serve as their base of operations. EDC is proud to partner with APC and glad we were able to assist them in finding a suitable location to continue serving the community.



Huron City Council Meeting | West Side Cities

Fresno County EDC's Executive staff had the privilege of presenting on the exceptional services we can provide to drive economic growth in our county at the Huron City Council meeting. Thank you to the City of Huron for giving us the opportunity to present our services. We look forward to fostering economic development and creating new opportunities within the community.

New Employment Opportunities Program | Fresno County

The BEAR team has been dedicating its efforts to the New Employment Opportunities program, achieving success in August with the enrollment of four new NEO businesses. BEAR Coordinator Jackie Cuevas has collaborated closely with Kirk Ringgold, owner of Auberry Sawmill. Kirk Ringgold is hoping to turn land he purchased years ago back into a sawmill and make use of trees burned in the Creek Fire. EDC has referred a few participants to interview and hire from the NEO program to help fill their hiring needs. EDC has also provided assistance with funding resources.

BEAR Coordinator Jackie Cuevas assisted Dough for Dough DBA Bread and Butter and Dough for Dough DBA Spoon and Fork enroll into the NEO Program. The business has expanded from the last time Jackie met the business at a farmers market. The business is seeking employees for both locations and are excited to utilize and benefit from the NEO program.

Economic Development Specialist Marcia Dansby has been working closely with Trinity Construction to help them join the NEO program, specifically by assisting them in finding an Office Manager through the Ready2Hire website. In the past month, Marcia has been dedicated to supporting businesses in both rural eastern cities and the metropolitan area, focusing on making the NEO contract signing process smoother and ensuring that these businesses have all the necessary paperwork to stay in the program. She's also been organizing an upcoming 5 Cities executive committee meeting in Fowler and offering important services like helping rural cities in Fresno County find suitable locations and secure funding. Additionally, Marcia participated in the Sanger Community Task Force meeting and the Sanger Downtown Revitalization meeting. She also attended "Good Morning Reedley" and the August Selma Chamber Mixer, meeting and networking with local business owners.

WootZano – Tropical Food Machinery Targeted Mission | All

During the month of August, EDC staff finalized plans for a September targeted mission around two foreign direct investment client, WootZano (UK) and Tropical Food Machinery (Italy). Both companies represent significant technology transfer application around the agricultural technology sector, with Tropical Food Machinery's first US installation set to launch at Sierra Agra USA later this Fall. EDC has helped facilitate an exclusive agreement between WootZano and Packline Technology in Fowler to accelerate their market entrance and access to packhouse customers. Both companies have contributed to the mission's itinerary, scheduling meetings with industry peers interested in US expansions in the future. During August, EDC procured predictive analytics software that utilizes AI to identify companies poised for locating in Fresno County and has successfully used this tool to research, vet and contact prospective companies to engage in UK – Italy.

Fresno State Collaboration for TechHubs Application | All

EDC staff provided project leadership to Fresno State's AI-Enabled Agriculture Technology Hub application, which brings together the Lyles School of Engineering, Jordan School of Agriculture, UC Merced, existing and prospective advanced agricultural technology companies, venture capital organizations, and community stakeholders.

The proposed Tech Hub Application endeavors to leverage the region's core economic and applied research competencies to develop across four key technology areas with an agricultural throughline: Artificial Intelligence, Energy, Advanced Manufacturing & Robotics, and Semiconductors. EDC staff helped mobilize the multi-disciplinary private and public sector consortium members. The Tech Hub includes a myriad of projects that will accelerate commercialization of the key technology focus areas, including modernization of Fresno State's 1,000-acre farm and adjacent 12,000SF facility to lease to early-stage companies, providing access to venture capital, support key workforce development efforts in-line with Good Jobs and advance technology development and maturation through integration and incubator facilities. If awarded a Designation, Fresno State will be eligible to compete for \$50M to \$75M in implementation projects.

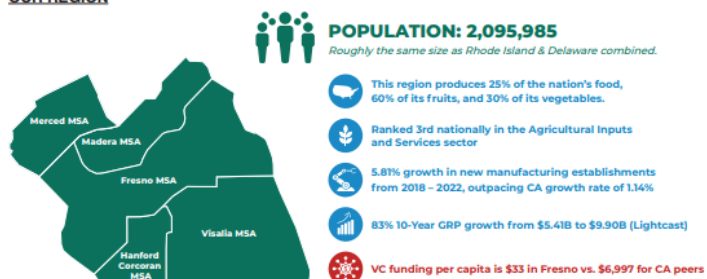
The AI-Enabled Agriculture Technology Hub

EXECUTIVE SUMMARY

The proposed case for designation leverages the assets of two California Valleys: the San Joaquin Valley, home to the most productive agriculture in the world, and the Silicon Valley, home to America's leading artificial intelligence and semiconductor design ecosystem. The AI-Enabled Agriculture (AI.Ag.) Technology Hub couples these assets with our region's core economic and applied research competencies to develop across four key technology focus areas - AI, Energy, Robotics, & Semiconductors - all with an agricultural throughline. With this approach, the region is poised to become the global leader in commercialization of critical Ag-Tech applications.

The result will be global leadership in Ag-Tech products and services, which will in turn strengthen regional and U.S. economic resiliency, national security, and U.S. leadership in combatting growing global food insecurity. It will increase farm productivity; increase efficiency of water and energy use; provide access to early-stage capital; anticipate climate change impacts; improve farmworker safety; enhance innovation, technology transfer and commercialization; and develop a high skilled workforce benefiting tens of thousands in the San Joaquin Valley of California.

OUR REGION



The proposed region covers several adjoining MSAs that include Fresno, Madera, Kings, Tulare, and Merced counties. Two of the included MSA's are small rural communities. It is a region of rich diversity and culture, with over 104 languages spoken and many ethnic communities. The region which is only 1 percent of the US farmland is globally distinctive for its agricultural economy. The region is ranked 3rd nationally in the Agricultural Inputs and Services cluster; 14th in Food Processing and Manufacturing; and 26th in Livestock Processing. According to the U.S. Census Bureau, the vast majority of the Central Valley's population lives in persistent poverty, with some areas experiencing poverty rates as high as 21.9 percent. More than 50% of the region's population identify as people of color and represent the vast majority of those in poverty.

Thanks to extensive collaboration across counties and institutions, the economic fortunes of the Valley have started to turn. Productivity in the technology sector grew by 17.3% between the years 2007-2022. Because of its prime location as the most productive agricultural region of the country, customer base, strategic location for supply chain and logistics, higher education institutions, 2Gen workforce development programs, and strong commitment by regional government to grow manufacturing, the region is attractive to both homegrown and overseas industry and investors in the areas of advanced ag-tech.

4th Annual Federal Resource Conference | City of Fresno

Business Attraction Specialist Tiffany Louk and Economic Development Specialist Cody Laird attended the 4th Annual Federal Resource Conference, hosted by U.S. Commercial Services and the Small Business Administration. The event featured several speakers that presented on expanding local businesses into foreign exports; Some of the elements discussed included improving your digital footprint as well as financing and logistical details on exporting to new foreign markets.

Fresno Association of Realtors | City of Fresno

Several members of the Fresno County EDC team had the honor of presenting the EDC's services in the different departments. There was a lot of engagement with great questions for the staff. Although obstacles may come along the way, Fresno is continuously growing, and here at the EDC it is our mission and goal to help businesses arrive and thrive in Fresno.

California Forward / American Manufacturing Communities Collaborative Roadshow | All

Fresno County EDC and Good Jobs partners, including the Manufacturing Institute and the San Joaquin Valley Manufacturing Alliance, hosted California Forward, U.S. EDA, and the American Manufacturing Communities Collaborative Roadshow in Fresno. The Roadshow traveled the state of California and made stops in San Francisco, Sacramento, Fresno, and Los Angeles. Along for the ride were senior representatives of the US Economic Development Administration and Jobs for the Future. In the Fresno region, the Roadshow included an employer site tour of Sierra Agra USA, a longtime EDC client, and a CEO Roundtable at Chukchansi Park. The Chancellor of State Center Community College District and other employers participated in the event as well.



Sierra Agra USA | Five Cities

EDC staff continues to provide support to Sierra Agra USA (SAUSA) ahead of the opening of their state-of-the-art multi-fruit juice production facility in Fowler, California. EDC staff contributed to SAUSA's updated pitch deck suited for an impact investor platform, CapShift, which was introduced to the client via EDC's impact investor network. Fulfilling the final tranche of equity investment for SAUSA will provide the working capital required to launch their testing operations required for food safety certifications.

Downtown Fresno Property and Business Owner Meeting | City of Fresno

Economic Development Specialist Cody Laird attended Downtown Fresno Property and Business Owner Meeting, organized by the Downtown Fresno Partnership. Speakers included Councilmember Miguel Arias, City Manager Georgeanne White, President of Mid Valley Disposal Joseph Kalpakoff, and President of the Downtown Partnership Elliott Balch. The speakers discussed various concerns of property and business owners in the area, such as new regulation on food waste and active improvement projects in the Downtown Area.

Garlish LLC. Economic Development Rate | City of Fresno

Economic Development Specialist Cody Laird assisted Garlish LLC. in successfully applying for PG&E's Economic Development. The 20% electricity cost reduction will provide a substantial decrease in operational costs, saving the business thousands of dollars over a five-year period and allowing them to recover from a challenging time in their business.

Valley CERF Regional Congress | All

Fresno County EDC attended the first ever Valley CERF (Community Economic Resilience Fund) Congress in Visalia. CERF is a multi-year state investment intended to deploy community and economic development funding across the state focused on meeting the needs of diverse stakeholder groups. Fresno EDC has participated in the CERF planning process for the Central Valley region for nearly one year and the Regional Congress was an opportunity to connect with other participants and help identify top priorities for funding in the coming years.



Business Outreach | Five Cities

In the past month, Marcia has been dedicated to supporting businesses in both rural East Side cities and the metropolitan area, focusing on making the NEO contract signing process smoother and ensuring that these businesses have all the necessary paperwork to stay in the program. She has also been organizing an upcoming Five Cities executive committee meeting in Fowler and offering important services like helping rural cities in Fresno County find suitable locations and secure funding. Additionally, Marcia participated in the Sanger Community Task Force meeting and the Sanger Downtown Revitalization meeting. She also attended "Good Morning Reedley" and the August Selma Chamber Mixer, meeting and networking with local business owners.

September 2023

UK-Italy Trade Mission | All

After 8 months of planning, Fresno County EDC COO Sherry Neil and Business Attraction Specialist Tiffany Louk completed Fresno County EDC's Trade Mission to the UK and Italy. The primary purpose of the Mission was to meet with existing partners and capitalize on warm handoffs and introductions to their business partners interested in U.S. Expansion. The team met with 5 UK businesses, several lead generators, and 30 Italian businesses and entrepreneurs at events organized by existing EDC foreign business partners. The secondary benefit of the trip was to strengthen existing relationships with existing UK and Italian Business partners Wootzano and Tropical Food Machinery in order to facilitate onshoring and expansion of the companies' footprints in Fresno.

Tiffany and Sherry showcased Fresno County and the EDC's services at NOVA, Wootzano's media-covered event showcasing their technology and partnership with Packline Technologies, Inc. The partnership was facilitated by the EDC and fast-tracked Wootzano's entry into the US market while concentrating the benefits of their technology in Fresno County. They also met with UK semiconductor and technology companies at an event organized by the UK Consul General, attending in tandem with Wootzano's CEO. The team also spoke at Made in Italy Straight to Central Valley, an event organized by Tropical Food Machinery, at which they networked with 30 Italian businesses specialized in food and food manufacturing technology. These in-person meetings are enabling the Business Attractions team to work with the company owners to bring their ideas, technology, and companies to Fresno.



Harvard Business School FIE Presentation | All

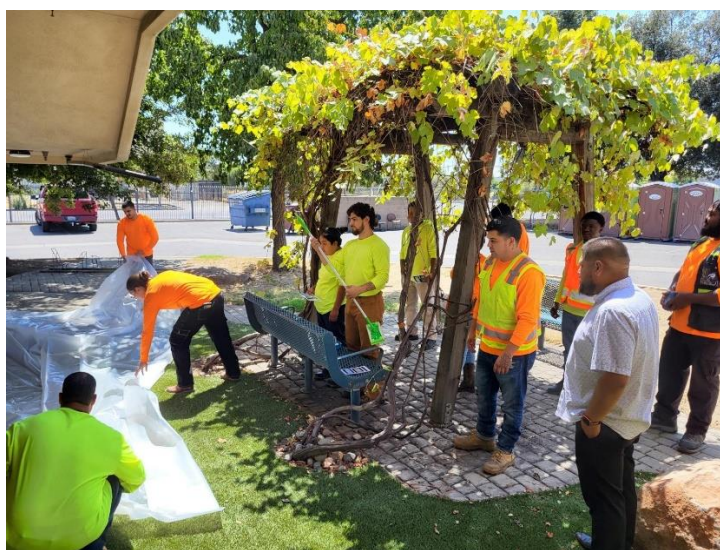
EDC President/CEO Will Oliver and Research Analysts Ross Williams and Spencer Bremer gave a presentation on Fresno's Impact Economy to Dr. Ethan Rouen's "Reimagining Capitalism: Business and Big Problems" class at the Harvard Business School. As one of the authors of Harvard's Impact Weighted Accounts (IWA) framework, Dr. Rouen's work has served as a foundational building block for Fresno's Impact Economy. Will provided an overview of how the IWA methodology has been adapted to meet the needs of the region as well as the inclusion of community metrics as determined by the Resident Leaders for Equitable Economic Development group, and Ross provided a demonstration of the workbook and community dashboard.

West Side City Meeting | West Side Cities

On September 14th, 2023 the Business Expansion and Retention (BEAR) team and Attraction team of Fresno County EDC attended the West Side Cities meeting held in the City of San Joaquin. The meeting saw a productive turn out, as city managers alongside the EDC team shared highly engaging conversations and topics during the meeting. Discussion topics included Chamber Hours, Workforce, Broker Events, and hosting an Advisory Forum for the West Side Cities. With topics revolving around a hotel feasibility study and conducting an Advisory Forum, Fresno County EDC President/CEO, Will Oliver, proposed combining the items into a request for the CERF Catalyst Program. A suggested Broker Mixer is also being coordinated, as this will serve as a networking event between various brokers and the west side city managers. The meeting sought a successful and productive night, overall.

EPA Repair, Renovate, Paint (RRP) Lead Training | All

Fresno County EDC's Central Valley Training Center (CVTC) and Fresno EOC's Valley Apprenticeship Connections (VAC) conducted their first training sessions in partnership with the County's Department of Public Health Lead Paint Repair, Renovate, Paint (RRP) Lead Training grant. This training results in an industry-recognized credential in addition to the other credentials and certificates included in these programs focused on construction pre-apprenticeship. State and Federal funding is available for lead paint RRP projects, which can only be bid on by contractors employing individuals with this Environmental Protection Agency certification. A total of 31 participants attended this training in September and will receive the EPA Certification. Training for this certification will be included in upcoming CVTC and VAC Cohorts through at least 2024.



CalOSBA - Fresno's Impact Economy Presentation | All

EDC President/CEO Will Oliver, Director of Special Projects Chris Zeitz, and Research Analyst Ross Williams met with Tara Lynn Gray, Director of the California Office of the Small Business Advocate (CalOSBA) to present updates on Fresno's Impact Economy. The team shared how they have incorporated Harvard Business School's Impact Weighted Account framework for evaluating business and economic development with community perspectives and priorities. This leading framework for investment and development decision making is relevant to both public and private stakeholders. Previously, EDC has shared this methodology with GO-Biz and the U.S. Small Business Administration as well as several private investors.

Mendota Chamber Inauguration Meeting | West Side Cities

Economic Development Specialist Jennifer Sanchez attended the Mendota Chamber of Commerce Meeting on their official inauguration night. Current and prospective business owners were in attendance, as the chamber board discussed the role, mission, and purpose of the Mendota Chamber. EDS, Jennifer, met with the chamber board to discuss EDC Chamber Hours and initiate a resource workshop for businesses in the city of Mendota.

Five Cities Executive Committee Meeting | Five Cities

The Q1 meeting of the Five Cities Board of Directors was organized by BEAR Coordinator Jackie Cuevas and EDS Marcia Dansby and held in Fowler, and it served as a platform for engaging discussions. A variety of important topics were on the agenda, all of which directly related to the seven cities situated on the east side of Fresno County.

Selma Chamber Business Workshop | Five Cities

Economic Development Specialists Marcia Dansby and Cody Laird worked with the Selma Chamber of Commerce to put on a workshop of business resources. They discussed EDC services alongside presenters from Noble Credit Union and KIVA Fresno. The workshop provided businesses with a variety of resources that addressed some of their individual business needs. The EDC looks forward to collaborating with the City and the Chamber on future recurring workshops.



Fresno Airport District | City of Fresno

BEAR Coordinator Jackie Cuevas presented on EDC services at the Fresno Airport District's Community meeting. She and EDS Cody Laird connected with businesses in the area and discussed the Business Workshop being held at Vision View on October 3rd.

SJVMA Q3 Membership Meeting | All

Employer Engagement Specialist Cindy De La Rosa and Economic Development Specialist Cody Laird attended SJVMA's quarterly membership meeting. Cody presented on incentives for members to take advantage of including reductions in utility costs available for economic development through PG&E. Other presenters included Gardener Carrick from the Manufacturing Institute, the workforce development organization of the National Association of Manufacturers, a Good Jobs Challenge (GJC) partner. Eric Ceballos, a recent graduate of the GJC manufacturing generalist program held at Reedley College, discussed his experience transitioning careers and how the GJC grant assisted him and his new employer, Borga Steel.



NEO program | City of Fresno

BEAR Coordinator Jackie Cuevas reconnected with Pleasant Mattress Inc. and assisted the business with their continued participation in the NEO program. This company had previously benefited from the program and had successfully recruited a skilled truck driver from the John R. Lawson Truck Driver Training program, who has been a valued member of their team for seven years. Pleasant Mattress Inc. is now actively looking to expand its workforce and seeking to hire candidates from the NEO program and Truck Driver Training program. The Economic Development Corporation (EDC) had the opportunity to visit their facility, gaining insights into their corporate culture and gaining a deeper understanding of their mattress manufacturing and Truck Driver onboarding process. EDC staff will be working closely with Pleasant Mattress Inc. to refer job ready candidates. In addition, the site tour at Pleasant Mattress was attended by Employer Engagement Specialist, Cindy DeLaRosa and Director of Special Projects, Chris Zeitz. Pleasant Mattress has also agreed to be a Sector Partner for the Good Jobs Challenge Grant, in addition to their role as a NEO employer.

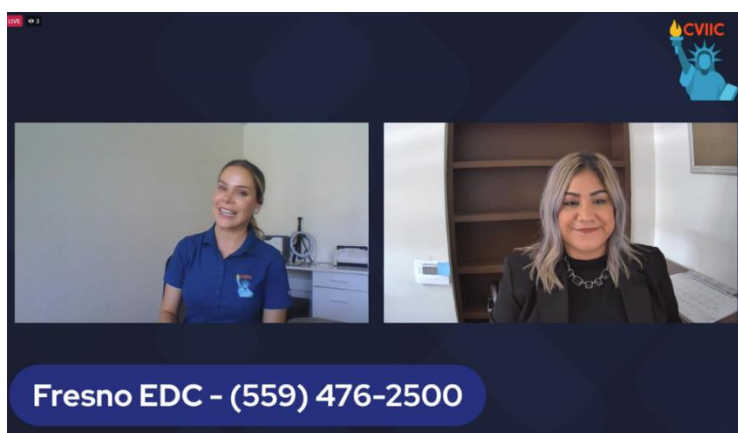
Orange Cove City Council Meeting | Five Cities

Fresno County EDC's President and CEO Will Oliver, along with our dedicated staff, had the privilege of presenting on the exceptional services we provide to drive economic growth in our county at the Orange Cove City Council meeting September 13, 2023. Thank you to the City of Orange Cove for giving us the opportunity to highlight the work the EDC has performed on behalf of their city, including: \$15,000 in HUB Grants, and \$34,000 in PPP Loans. We look forward to continuing to foster economic development and create new opportunities within the community.

CVIIC NEO program Presentation | Fresno County

BEAR Coordinator Jackie Cuevas had the privilege of presenting about the NEO program during a live broadcast on the Central Valley Immigrant Integration Collaborative (CVIIC) Facebook platform, with a focus on reaching Spanish-speaking entrepreneurs. During this presentation, Jackie effectively conveyed valuable information about the NEO program, which is designed to support existing businesses in their growth endeavors by addressing their workforce needs and providing up to a year in wage reimbursement for every employee hired through the program.

Through a collaborative effort with CVIIC, the EDC has received referrals to provide assistance to small businesses in the areas of business resources, site selection, and workforce development. The EDC is committed to continuing their efforts in disseminating information about a range of business services to further empower and support local entrepreneurs.



APPENDIX

Item 1

Clients Served
East Side

Fowler

Sierra Agra

Sanger

ADCO Manufacturing

Cal Custom Tile

Del Monte Fresh Produce

Initiative Foods, LLC

Set Free Sanger

True Terriyaki

Selma

California Gold Coffee

Company

City of Selma

El Mercado & Discount

Center

Five Cities JPA

Fox Drug Store

Fresno Valves & Castings

Green and Clean

Landscaping and

Construction Inc

Madco Electric

Selma COM

Selma Pallet Inc.

Thomas-Marcom Funeral

Home

Wingstop

Yolo transport

West Side

Coalinga

The Salty Pickle

Firebaugh

Nutrien Ag Solutions

Kerman

Sebastian

Metro

Clovis

Aramark
City of Clovis
Clovis Christian Schools
Achievements Unlimited

Elite Landscaping
High Performance Academy
Live Action General
Engineering

Omni Underground
Construction
Westech Systems, Inc

Fresno

Acme Printing Co
Alchemist Coffee Lab
Alena Foods
Always Around Bail Bonds
AM Properties
Arte Americas
Attentive Senior Care LLC
Banzai Japanese Bar &
Kitchen
Bedrosian Tile & Marble
Blackbeards
Blue White Robotics
Body Work by Celina
Centers for Living
Central California Asthma
Collaborative
Central Valley Community
Sports Foundation
Central Valley Immigrant
Integration Collaborative -
CVIIC
Central Valley Machining
Inc.
Churrasco Grill
Clark Bros, Inc.
Clovis Glass Company
CMTC
Color Me Chula
Component Coffee Lab
Comprehensive Youth
Service
Contemporary Services
Corp.
Contreras Smog & Auto
Repair
Digital Image
Donaghy Sales, LLC

Dr. Erene Soliman's
Psychological Practice
Repeat Performance
Consignment Superstore
Espinoza Brothers Food
Distribution Inc.
fixALL Equipment
Forever Care, Inc.
Fresno Arts Council
Fresno Association of
Realtors
Fresno Economic
Opportunities Commission
Fresno Medical Center Inc.
Fresno Music Academy &
Arts
Fresno Plumbing & Heating,
Inc.
G&H Granite & Marble
Garlish, LLC.
Gerardo Cruz Taqueria
Goldstein's Mortuary &
Delicatessen
Greg Markarian Eg Express
H2B2 USA, LLC
HB Medical Transportation
HBU Supplies Company
Helados La Tapatia
Koko's Deli
Katch Environmental
Klawz by Kimmie
La Jacka Mobil
Logan, Jeanne
Luna Hair Salon
Lyons Magnus Inc
Miller Clark Landscape
Ming's Restaurant
Moonchild Tattoo

Nambo
Oro Financial of California,
Inc.
Pair O' Dice Hair Parlor
Panned LLC
PAPE Kenworth
Plastic Industries, Inc
Pleasant Mattress Inc
Richard Heath and
Associates
Rivalry Jiu-Jitsu
Rocky Mountain Chocolate
Factory
Saladino's
Something Extra
Spokeasy Public House
StudentNest
Synergy Companies
Taylor Communications, Inc.
The Discovery Center
The Lincoln Pub & Grub
The Tone Shop
Tower Automotive
Tower Blendz
Tower Velo
Trinity Construction
Enterprises
Vagabond Inn
Valley Adult Day Health Care
Valley Dream Center
Valley Pacific Petroleum
Vigilant Private Security, Inc.
Yosemite Falls Cafe