



# County of Fresno

## Quarterly Activity Report

**Quarter 3**

**Fiscal Year 2019-2020**

**January 1, 2020 – March 31, 2020**

Lee Ann Eager	President/CEO
Sherry Neil	Chief Operating Officer
Paul Thorn	Controller
Andrea Reyes	VP of Business Development
Will Oliver	VP of Business Services
Jenna Lukens	Contracts Manager
Amanda Bosland	Client Services Manager
Charlene Holguin	Economic Development Specialist
Mandip Johal	Business Expansion Retention Coordinator
Robin Montgomery	Attractions Specialist
Julian Ramos	Economic Development Coordinator
Chris Palacios	Retention Specialist
Terrance Burks	Retention Specialist
Nicholas Vincent	Staff Economist
Raymond Jin	Data Administrator/Analyst
Curtis Williamson	Business Development Specialist
Marcella Lara	Office Manager
Merritt Pacini	Executive Assistant to CEO

# **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](http://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 3, FY 19-20

#### Industrial, Office, and Retail Vacancy

In Fresno County this quarter, the industrial vacancy rate decreased from 4.0% to 3.5%, the office vacancy rate increased from 6.9% to 7.0% and the retail vacancy rate increased from 5.4% to 5.5%.

Q3 FY19-20	Industrial	Office	Retail
Fresno County	3.5%	7.0%	5.5%
East Side	4.6%	0.9%	1.9%
West Side	2.4%	3.3%	7.7%

Source: CoStar.com

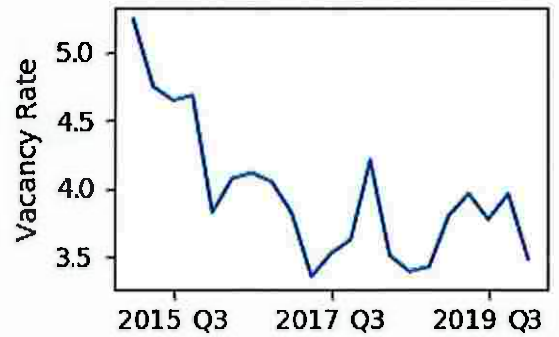
### March 2020 Unemployment Rates

The unemployment rate in Fresno County was 8.5% in March 2020, up from a revised 8.0% in January 2020. This compares with an unadjusted unemployment rate of 4.3% for California and 3.5% for the nation during the same period.

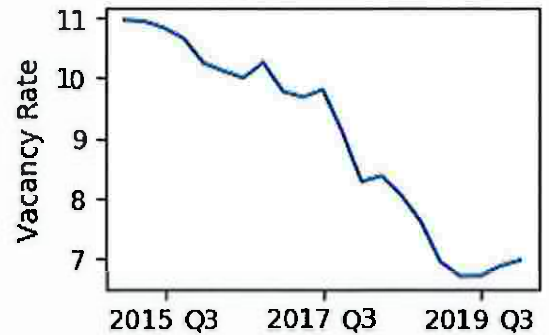
Area	Labor Force	Unemployment Rate
Fresno County	454,300	8.5%
East Side Cities	56,100	11.6%
West Side Cities	26,500	11.7%
Metro Cities	287,400	5.2%
Unincorporated	84,300	16.6%

Source: State of California Employment Development Department

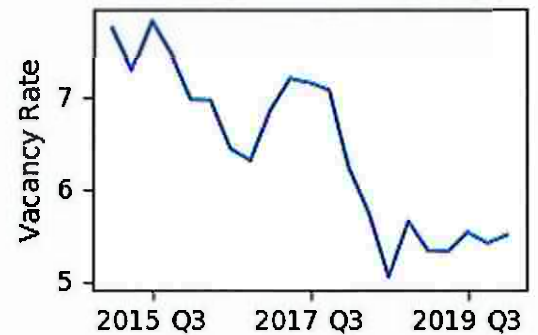
### County Industrial Vacancy



### County Office Vacancy



### County Retail Vacancy

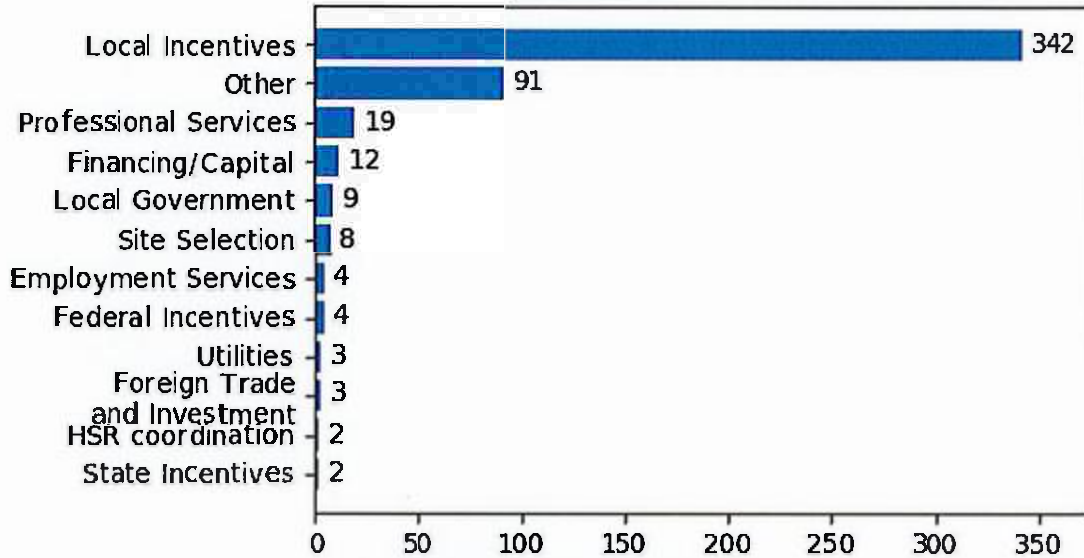


## Business Retention and Expansion Outreach

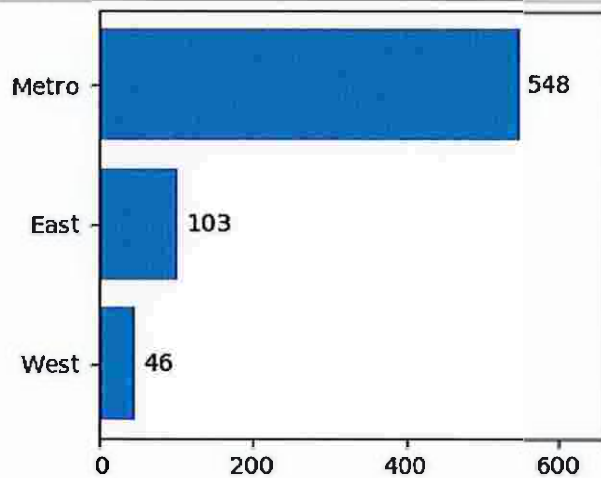
Stemming from direct outreach, workshops, one-on-one meetings, and marketing efforts, the areas of interest and number of referrals generated are reflected below:

	Q3 2019 -2020
<b>Businesses and Clients Contacted</b>	<b>697</b>
<b>Referrals</b>	<b>499</b>

### Referrals Made



### Businesses Contacted



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

See Appendix Item 1 for sources

## Business Attraction and Expansion Activity

During the third quarter, the EDC generated **23** new business leads.

### New Qualified Leads

	Client Number	Source	Industry	Jobs	Site Requirements	Regions
January	200109R2	City/County Lead	Grocery Stores	TBD	20,000 sq.ft.   2 acres	Coalinga
	200109R1	City/County Lead	Limited-Service Restaurants	TBD	3,000 sq.ft.   1 acres	Coalinga
	200109R4	City/County Lead	Limited-Service Restaurants	TBD	2,000 sq.ft.   1 acres	Coalinga
	200109R3	City/County Lead	Full-Service Restaurants	TBD	5,000 sq.ft.   1 acres	Coalinga
	200109R5	City/County Lead	Limited-Service Restaurants	TBD	3,000 sq.ft.   1 acres	Coalinga
	200109R6	City/County Lead	Shoe Stores	TBD	10,000sq.ft.   1 acres	Coalinga
	200114R1	City/County Lead	Manufacturing	15	3,000 sq.ft.	Clovis; Fresno
	200115A1	Direct Lead	Other Food Manufacturing	40	TBD	Fresno; Clovis
	200129A1	City/County Lead	Warehousing and Storage	TBD	1,500,000 sq.ft.   100 acres	Fresno
	Project Matrix	GO-Biz Lead	Prefabricated Wood Building Manufacturing; Manufactured Home (Mobile Home) Manufacturing	586	700,000 sq.ft.   40 acres	TBD
February	200203E1	Direct Lead	Warehousing and Storage	TBD	15,000 sq.ft.	Fresno; Kerman
	CCVEDC 2003	CCVEDC Lead	Real Estate	TBD	TBD	Fresno
	CCVEDC 2007	CCVEDC Lead	Fresh Fruit and Vegetable Merchant Wholesalers	TBD	TBD	Fresno; Kingsburg; San Joaquin
	200220E1	Direct Lead	Food Manufacturing	60	TBD	Fresno
	Sherry's Ark	Direct Lead	TBD	TBD	80 acres	TBD
	200225A1	Local Partner Lead	Home Furnishing Merchant Wholesalers	70	175,000 sq.ft.	Fresno
	200227E1	Direct Lead	General Freight Trucking	TBD	2 acres	Fresno
March	200302A1	Direct Lead	All Other Amusement and Recreation Industries	TBD	10,000 sq.ft.	TBD
	CCVEDC 2010	TBD	TBD	TBD	100,000 sq.ft.	TBD
	CCVEDC 2011	CCVEDC Lead	Fuel Dealers	2	4 acres	TBD
	CCVEDC 2012	CCVEDC Lead	Pharmaceutical Preparation Manufacturing	2,000	220,000 sq.ft.	Fresno; Kingsburg
	CCVEDC 2015	CCVEDC Lead	Medical Equipment and Supplies Manufacturing	75	35,000 sq.ft.	TBD
	200305A1	TBD	TBD	TBD	TBD	TBD

CCVEDC	California Central Valley Economic Development Corporation
Direct	Client Contacted EDC Directly
GO-Biz	Governor's Office of Business and Economic Development
Partner	Fresno EDC Partner referral

### Q3 Site Visits

Date	Client Number	Industry	Sites or Area
01/24/2020	191115A1	Glass Container Manufacturing	Metro – Fresno; Metro Unincorporated

### Marketing

#### **WestPack 2020, Anaheim, CA – February 11-12, 2020**

Contacts: 213

Leads to Date: 5

WestPack 2020 Conference was a three-day event that brought packaging engineers, manufacturers, and company executives to share ideas and industry best practices, and discuss new business opportunities. Fresno County EDC participated as a member of CCVEDC, promoting the Central Valley as an ideal location for establishing new operations and west-coast business expansions. The CCVEDC booth attracted hundreds of visitors, and has generated five leads as of March 2020.

#### **Site Selector's Guild—Atlanta, GA – March 9-11, 2020**

Contacts Made: 30

Vice President of Business Services Will Oliver attended the Site Selectors Guild's Annual Conference in Atlanta, GA. The Site Selectors Guild is an association of the world's foremost professional site selection consultants. Guild members provide location strategy to corporations across the globe and for every industry, sector, and function. The Annual Conference provided an interactive format allowing for substantive insight and networking opportunities among some of the leading site selection firms and consultants.

Breakout sessions included topics such as Foreign Direct Investment, the "State of Site Selection", building winning relationships, and sessions tailored toward small and mid-size economic development agencies. Consensus among consultants is that incentives play a lesser role in corporate site selection, as many businesses and site selectors are concerned about public perception or fallout of receiving such incentives. Consultants provided informative ideas and best practices on strategies to make communities competitive while offering takeaways on how to bridge the need for recruiting new businesses with the community's demand for social equity and inclusion. EDC Attractions and Expansion/Retention staff is required listen to the audio recordings of each breakout session.

## 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, and Ready2Hire, and identify prospective employers to hire from the pool of eligible NEO job seekers.

New Employment Opportunities (NEO) 2019-2020*	Actual	Contract Goal
Participating Businesses	78	150
Job Placements	144	200
Job Postings	243	500
Job Fairs	3	4
Employer Training	1	4

\*Contract Dates: October 1, 2019 – September 30, 2020

### 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 is continuing to provide a 12-week program comprised of classroom and construction-based training.

Aug 2016 – Current   Cohorts 1–11 Status	
Completed	117
Retained Employment	87
Retention Rate	74%

Cohort #12     1/6/2020– 3/27/2020  
(end date has been delayed due to COVID-19)

#### Truck Driving

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

Feb 2015 – Current   Cohort 1–33 Status	
Obtained CDL	230
CDL – Left County	-16
Retained employment	177
Retention Rate	83%

### High-Speed Rail

Since the program inception in 2013, the EDC has assisted 332 property owners throughout the City and County of Fresno. During this quarter our Business Development Specialist assisted 15 businesses and property owners, making contact 34 times.

#### Client Status

Closed	36
Active/Existing	99
Pending Relocation	9
Reconfiguring	41
Relocated	147
<b>Total</b>	<b>332</b>

## Highlights

### COVID-19 Response

COVID-19 has forced EDC staff to rethink best practices and retool in response to the pandemic crisis. Leading up to the decision by Mayor Lee Brand and Governor Gavin Newsom to issue a shelter-in-place order requiring closure of non-essential businesses, EDC staff implemented a number of different strategies to disseminate information and resources available to impacted businesses immediately, which are summarized below:

### COVID-19 RESOURCES PAGE

Staff set up a COVID-19 Resources page dedicated to business resources as they become available which can be found at [www.fresnoedc.com/covid19](http://www.fresnoedc.com/covid19). This page serves as a one-stop shop for critical funding sources, services and information as they evolve and become available. To date, the resource page has received 4,800 page views.

### STAFF RETENTION CALLS

EDC staff are extremely talented, knowledgeable, adaptable and committed to providing exceptional services during this crisis. While all staff have transitioned to working from home, in addition to their daily roles, each Specialist has been assigned a list of businesses in each community to contact directly and offer resources as they become available. Hundreds of businesses have been contacted as a result, generating new referrals to key resources such as NEO, SBA Disaster Relief Loans, City of Fresno's eviction moratorium and PG&E's Economic Development Rate, to name a few.

### BUSINESS RESOURCE HOTLINE

The rapidly changing nature of this crisis is difficult for businesses to survive, let alone navigate, therefore the EDC, in partnership with the Fresno Chamber of Commerce and City of Fresno, launched a Business Resource Hotline so businesses will have a number to call to speak with a live person to discuss a variety of programs available to them. The most common resources shared include the SBA's Economic Injury Disaster Relief Loan, CARES Act funding, SBA approved lenders, Workforce Development's Rapid Response Services, City of Fresno's rent deferrals and eviction moratorium, Fresno County health order compliance, and the City's Save Our Small Businesses Loan to Grant program, among others. This has served as a vital information pipeline to deliver updates immediately as additional resources become available. To date, 160 businesses have utilized the Hotline and staff are following-up with new information weekly.

### COVID-19 RAPID RESPONSE REQUESTS FOR PROPERTIES

On March 18, 2020 the Governor's Office of Business and Economic Development (GO-Biz) issued a request for shovel-ready sites and ready-to-operate buildings for potential use as emergency testing centers, chemical and medical supply manufacturing to support the state's COVID-19 response. Fresno EDC staff conducted 2 rounds of site searches and worked with cities' management to compile and submit 34 Fresno County sites to GO-Biz on March 23, 2020.

### MOVING FORWARD

EDC staff empathizes with the impacts that businesses are enduring and remains committed to retaining as many as possible through compassionate and dedicated service. Staff will continue to adapt and find best ways to arm our local companies with the tools, resources and opportunities necessary to aid in their retention and future growth.



### **Targeted Business Retention and Expansion Outreach Methodology**

EDC Staff Economist completed an updated methodology to be used for targeted business outreach. This methodology utilizes a predictive model built on business data for Fresno County in which statistically significant business attributes were used to predict expected employment values. The ratio between predicted and actual employment was then used to assign individual business targets for either Expansion or Retention services. Included in this methodology is a NEO Outreach score used to inform EDC staff on potential NEO targets based on industry earnings, labor demand, client interests, outreach tiers, absolute employment differences, and industry prioritization. Additionally, this methodology includes further identification for those business targets that are predicted to expand the most, have industry earnings above the median, concentrate the largest percentages of industry employment, and exhibit the greatest labor demand.

### **Reedley Marketing Online Sales Workshop**

EDC Staff, in collaboration with Reedley Chamber of Commerce, Sargent Marketing firm, hosted an online sales marketing workshop. Seven businesses were present and ten participants. Topics included how to market your business, grow your sales and reach your target market. EDC staff sent a follow-up email to all businesses in attendance including EDC services and business available incentives.

### **Highway 180 and Academy Avenue Development Project**

Stemming from the completion of the Opportunity Analysis in Quarter 2, and at the urging of Supervisors Nathan Magsig and Buddy Mendes, EDC staff has worked closely with the City of Sanger, County of Fresno and Economic Development Administration (EDA) Representative Wil Marshall to develop plans for joint EDA grant applications. Both the County Board of Supervisors and Sanger City Council have unanimously supported working together to submit a joint grant application that can help catalyze development potential and job creation through the extension of city utilities to properties near Academy Avenue and Highway 180. EDC staff remains heavily engaged on this project and is hopeful that once complete, this joint effort can be replicated in other small communities.

### **Clovis Comparative Healthcare Analysis**

In Quarter 3, EDC Staff Economist has carried out extensive work on the Clovis Comparative Healthcare Analysis, looking at defining a formal quantitative methodology to assess the performance of the Local Health Services Cluster across two uniquely defined "test" regions and uniquely defined variables. The test regions will provide important data as to the effectiveness of this methodology, and support the EDC's efforts in completing the project in a timely and accurate way moving forward. The test period will conclude by the end of April, with work on the final project then beginning in early May with a clear set of comparison regions and quantitative measurement variables to assess.

### **Coalinga Business Resource Fair**

EDC Staff participated in the Coalinga Business Resource Fair hosted by Fresno4Biz and the Coalinga Chamber of Commerce. Seven Fresno4Biz partners presented to 18 Coalinga residents and business owners about the services and programs they provide. EDC Staff presented information on NEO, FEW, WOTC, NEC, CA Competes Tax Credit, Manufacturing Equipment Sales & Use Tax Exemption, and the City of Coalinga's New Business License Fee Waiver.

### **Councilmember Luis Chavez Business Outreach**

With the Support of Fresno City Councilmember Chavez's office, EDC Staff provided on-going outreach and support to businesses located within District 5. The businesses have received assistance applying

for financing, accessing rapid response services, and direction on how to deal with landlords threatening evictions.

#### **Tulare World Ag Expo**

Four EDC staff members attended the Expo and contacted over 140 companies that operate within the county. Working with the Centers for International Trade Development and the U.S. Commercial Service, targeted outreach plans were implemented in order to connect with potential foreign direct investment partners through scheduled International Matchmaking appointments. EDC Staff presented at the Women in Ag: Entrepreneurship from Market Research to Store Shelf. EDC will follow up via email to all businesses contacted and set up meetings with the 30 hot leads.

#### **Opportunity Fresno Public Launch and Press Conference**

The EDC was proud to help plan and launch the release of Opportunity Fresno, a digital prospectus to showcase projects and communities ready for Opportunity Zone investment. President/CEO Lee Ann Eager joined sponsor representatives including Mayor Lee Brand, Robert Wiebe, Preston Prince and Tate Hill. The Fresno Bee, GV Wire, CBS 47 and Business Journal covered the release which has generated positive feedback concerning Opportunity Zones and the prospectus.

#### **Project Phoenix Meeting with Supervisor Sal Quintero and Council President Miguel Arias**

EDC staff continues to work with a local longstanding manufacturing client, known as Project Phoenix due to client confidentiality, on a business retention, expansion and attraction project. Project Phoenix was recently acquired by a large private equity firm and as part of the acquisition, they have decided to consolidate their Salt Lake City (SLC), Utah and Fresno sister companies. EDC scheduled a meeting with Supervisor Sal Quintero to provide a letter of support for their \$1.8M California Competes Tax Credit Application. Supervisor Quintero was very supportive of the project and has offered his office's assistance throughout the process. Project Phoenix representatives also met with Council President Miguel Arias who extended his support. If their SLC facility locates in Fresno, it would create 83 new jobs, most of which are skilled, blue collar positions averaging \$55,000 per year, generate \$40 million in additional sales and increase employment to around 220 positions total.

#### **West Hills College Firebaugh Expansion Groundbreaking**

EDC Staff attended the groundbreaking ceremony for the 48,000 square foot expansion of the Firebaugh campus. Staff celebrated the occasion with City Staff and Councilmembers, West Hills Community College Staff and Board of Directors, Supervisor Pacheco, and Assemblymember Arambula. This expansion represents the first of many as Firebaugh as a number of businesses waiting to open in downtown near the college.

#### **Kerman Chamber Customer Service Workshop**

EDC Staff put on a Customer Service Workshop at the Kerman Chamber of Commerce. The event was attended by 21 individuals representing the City of Kerman, Baking Mamas, Golden West Mobile Estates, CCTek.cc, Kerman Unified School District, Mac's Equipment Inc, and Advance America. Kerman City Manager, John Jansons opened the workshop by thanking City staff from the Planning, Building, Finance, Administration, Human Resources, Parks and Rec, and Police Department for attending and continuing to pursue professional growth.

#### **Selma Business Survey**

EDC Staff continues to work with the City of Selma and Chamber of Commerce to develop a comprehensive business survey to be conductive throughout the city. The purpose of the survey is to capture the opportunities for growth, challenges, real estate needs and overall feedback from business owners located Selma.

#### **Reedley Business Lunch**

EDC Staff attended a downtown business lunch. There were 20 businesses in attendance that represented the Retail, Construction, Health, Education and Services sectors. EDC staff presented to the Reedley businesses the New Employment Opportunity program in conjunction with how the role of the Economic Development Specialist serves the businesses in Reedley After the event EDC staff spoke to several business owners on the NEO program.

#### **Meeting with Mayor Luis Franco and City Manager Teresa Gallavan of Selma**

EDC staff met with the Mayor Luis Franco and City Manager Teresa Gallavan. EDC staff discussed EDC's role in their partnership with Selma. Both representatives from Selma would like to conduct a Business Survey similar to the one the EDC did for the city of Reedley in 2018. EDC staff agreed to the survey and will set up a meeting with Bob Allen Director of Selma Chamber, Isaac Moreno and Teresa Gallavan from the City to discuss the logistics of the survey.

#### **Sanger Downtown Revitalization Meeting**

EDC staff attended the Sanger Revitalization meeting at Kings River Winery with Sanger Chamber of Commerce Chair Tom Nicholson, Tommy Caprelian owner of House of Pendragon, and Robert Bagasarian owner of Kings River Winery. The group discussed the theme and three stages to revitalize downtown Sanger: restore, reenergize, and reconnect. EDC staff gave information on a Property Based business Improvement District (PBID) as a possibility for downtown Sanger. Staff also spoke on connecting them with our partner Stantec for possible funding and grant options. EDC staff will follow through with setting up meetings to discuss both options in detail with EDC partners.

#### **Valley Protein**

Mia Bella Foods, also known as Valley Protein, is a current and long-time partner of the New Employment Opportunities (NEO) program. The business reached out to the EDC for assistance with an upcoming expansion project. Valley Protein is purchasing the property across the street from their current one, with plans of expanding their operations to include new services as part of a joint venture. The plans include removing the standing structure to build a new state-of-the-art facility with a net increase of 25,000 s.f., create 50 jobs, and invest roughly \$3.4 million. The business asked for assistance with zoning as the intended use of the facility is not currently allowed. EDC Staff arranged a meeting between the City of Fresno Staff and the business to discuss options to move the project forward. EDC Staff also connected the business with the Fresno Regional Workforce Development Board to enroll the business in their Incumbent Worker Training program to educate existing employees on the new, advanced equipment and to Pacific Gas & Electric to be connected to rebates and incentives available for building energy efficiencies during construction of the new facility.

#### **Meet the New Faces of Kerman**

The Kerman Chamber of Commerce put on the Meet the New Faces of Kerman event, hosting over 60 residents and community members. This event introduced the new City Manager, District Fire Chief, Chief of Police, and Superintendent to the community. EDC Staff inspired the chamber to host this event and were able to make a number of connections during. EDC Staff will be working with the District Fire Chief to provide quicker responses to businesses impacted by fires and to build relationships

with the Fire Marshall in charge of building inspections within the North Central Fire Protection District. EDC Staff was also able to connect with City of Kerman Staff and Councilmembers

### **Central Valley Manufacturing Import/Export Workshop**

EDC staff attended and assisted in promoting an export workshop with CMTC and other business serving partners. Businesses were connected to various agencies and received introductory information regarding exports. Two NEO enrolled businesses attended. EDC staff will provide follow up contact and support to increase NEO participation and export expansion support.

## **Other Activities**

### *March*

Veterans Employment Committee  
Webinar: COVID-19 Stimulus Explained  
Webinar: Telecommuting Tips and Tricks  
Webinar: Preparing for COVID-19 What Small Business Should Do

Webinar: SBA Disaster Relief During COVID-19  
Webinar: Business Help COVID-19 in CA  
Webinar: COSTAR Prospecting

### *February*

Reedley Chamber Office Hours  
Veterans Employment Committee  
Tailor Made Digital Marketing Ribbon Cutting  
Sanger Chamber Office Hours  
ATIP Foundation Monthly Call  
CalSavers Webinar  
Lower Central Valley Affordable Credit Forum in Spanish  
CSUF State of the University Breakfast

West Pack Anaheim  
Valley Business Awards Lunch  
San Joaquin Centennial Gala  
Tangram Mixer  
CSUF Business Lunch  
CSUF Central California Business Review  
Reedley Chamber Gala

### *January*

Reedley Chamber Office Hours  
Gar Bennett Ribbon Cutting  
Coalinga Chamber Office Hours  
Veterans Employment Committee  
Sanger Chamber Office Hours  
Kerman Chamber Office Hours  
Kingsburg Chamber 2020 Annual Awards Dinner  
Team Selma

Central Region Calmentor Quarterly Meeting  
Ag Expo planning meetings  
Fresno Energy Watch Quarterly Meeting  
Select USA Know Before You Go  
Joint Staff Meeting with Access Plus Capital  
January International EDO Call with Go-Biz  
Clovis Salute to Business Luncheon

## **APPENDIX**

### **Item 1**

## **Clients and Businesses Contacted**

### **Five Cities JPA**

#### **Fowler**

Bee Sweet Citrus, Inc.  
Bobby Salazar's Mexican  
Food Products

Central Valley Riders  
City of Fowler  
Dale Brisco, Inc.

E-z-cool  
Fratello's Restaurant  
Porters Plumbing Inc

R W Electric

### **Kingsburg**

Allstate Insurance - Ricardo  
Vicuna - Kingsburg  
Amparan Flooring  
Anderson Striping &  
Construction  
For the Birds Garden and  
Gifts

Fresyes Realty - Kingsburg  
JDS Electric  
Jeff Johnson A/c & Heating  
Kingsburg Chamber of  
Commerce  
Len Ingro's Electric  
Ray Arnold Plumbing

Roto-Rooter  
SR Plumbing Inc  
Total Air  
Tri-County Janitorial

### **Orange Cove**

Cecelia Packing Corporation

### **Parlier**

Custom Wood Products

Innovated Design &  
Manufacturing

Maxco Supply, Inc (Parlier)  
USDAARS

### **Reedley**

A & G Heating And Air  
Angels Air Conditioning  
Heating  
Aurora's Flowers  
Axiom Agriculture  
Blossom Trail Photography  
Cottonwood Clothing  
Cross Country Mortgage  
DAVE KNOLL PLUMBING  
Derek Ybarra Insurance  
Company Farmers Insurance  
ESCO Investments Graphic  
Threads

Friends of the Reedley  
Library  
GAR Bennett Reedley  
Gonzalez's Automotive  
Repair  
Immanuel Schools  
Jh Troxell Electric  
Magallon's Roofing  
MattCo Construction  
Reedley Chamber of  
Commerce  
Reedley Executive Center  
Reedley Forklift

Reedley Lumber  
Reedley Sandwich Shop  
SAM's Shoe Store  
San Joaquin Mechanical Inc  
The Nest  
The Wakehouse  
The Wardrobe  
Thiele Technologies Inc  
Vero Mortgage  
Wright's Septic Tank  
Pumping Service

### **Sanger**

Abr Electric Co Inc  
Allstate Insurance - Ricardo  
Vicuna - Sanger  
American West Books, Inc.  
Applied Process Cooling  
Corporation  
Arrow Appliance Heating &  
A/c  
Artman Plumbing

Ballantine Produce Co Inc  
Blossom Trail Cafe  
Califresh of California, LLC  
City of Sanger  
D&M Heating & Cooling  
Denny's- Sanger  
F&H Pizza Inc. DBA Little  
Caesars  
French Connection

G & A Electric  
Initiative Foods, LLC  
Kings River Drilling LLC  
Kings River Winery  
Perez Distributing  
Sanger Chamber of  
Commerce  
Valley Pizza Guys, Inc.  
Velasco Mexican Restaurant

### **Selma**

A&J Industrial - Dockery  
Recycling  
All Wire Electric Inc  
Alves Electric  
City of Selma

ENR Air Conditioning And  
Heating  
Fox Drug Store  
Garcia's Electric  
Glacier Refrigeration and Air

Green and Clean  
Landscaping and  
Construction Inc  
Holiday Inn Express  
KMAK-FF LLC

Kings Mortgage  
Lion Raisins Inc

Nia Healthcare Services, Inc.  
Precision Plumbing

Selma Cemetery District  
Stalie Plumbing Service

### **East Side Rural/Unincorporated**

Aweta Americas, Inc.  
Central State Inc

Decorate Draperies  
Egli Electric & Son

Kinzys Electrical Service  
Sierra Peaks Winery

### **Metro**

#### **Clovis**

4th Day Energy  
A Mind Above, A  
Professional Psychology  
Corporation  
AMF Rodeo Lanes  
ASN Software  
Accounting America  
Acme Drain & Rooter  
Service  
Aero Lite Plastics Inc  
Agrian Inc  
Al Ray's A/c & Heat  
Aldi  
Ambitious Concepts dba  
Best Party Rentals  
Anlin Industries  
BRC Electric  
Brighten Academy Preschool  
Bull Dog Electric  
Bulldog Electric  
CK Purcell Plumbing  
CALBEC Group  
Central Valley Community  
Bank  
Central Valley Energy  
Solutions  
Central Valley Indian Health  
Class Act  
Classic Air Conditioning-  
heating  
Clovis Christian Schools  
Clovis Community Health  
Center (Valley Health Team)  
Clovis Community Medical  
Center  
Clovis Country Junction  
Clovis Electrical

Clovis Manufacturing  
Company  
Clovis Medical Group Inc.  
Clovis Pet Hospital  
Coach Cruz  
Cole Electric  
Controlled Climates  
DA Designs Dancewear Inc.  
Daniel Howell  
Digital Attic Inc.  
Dry Creek Medical Group  
Dynamic Plumbing  
Ferguson  
Fresno FTZ  
Fresno Yosemite Healthcare  
Functional Energetic, Inc.-  
Mind Body Matrix  
Gilbert K. Moran, M.D.  
F.A.C.O.G. INC.  
Golden Living Center  
Graphic Packaging Intl.  
Hamilton And Dillon  
Herzog Brothers Electric Inc.  
Hodges Electric Inc  
House of Pendragon  
Intelligent Farm Machines  
Ish Brewing Company  
Ismart Supply  
Johnson Air  
Jonathan E Mesple A/C  
KMD Mechanical Inc  
KW Automotive North  
America, Inc  
Kaiser Permanente Clovis  
Medical Offices  
Kuppa Joy- Clovis  
L&S Heating and Cooling  
LE Innovations Inc

LT Electric  
Live Wire Electric  
Magnolia Crossing Assisted  
Living  
McArron Custom Trailers  
Michael Cole Electric  
Mk Electric  
Modern Plastics  
Niacc-Avitech Technologies,  
Inc.  
Octapharma Plasma  
Orchard Park Senior Living  
Outdoor Environment -  
Underground Boring  
Systems, Inc.  
Overhead Technology  
Pacific Plumbing  
Peach Wood Medical Group  
Planet Solar Inc  
Precision Crane & Hoist Inc  
Precision Plastics, Inc.  
Primary Care Consultants Inc  
Primus Mechanical Inc  
Pro Ag  
R & M Rooter & Plumbing  
R 3 Ag Consulting LLC  
Redcort Software, Inc.  
S & S Transport  
Refrigeration  
Sequoia Companion Care  
Sequoia Home Health  
Sierra Imaging  
Sierra Pathology Lab  
Signature Electric  
Smart Solar  
Solstice Senior Living  
Soltek  
Soltek Industries

Tactical Ops Brewing, Inc.  
Truckers Air  
Unity IT  
University Surgical  
Associates

Valley Aero Services  
Valley Chrome Plating Inc  
Vecron Exim America Inc.  
Wawona Frozen Foods  
Westech Systems, Inc

Women's Specialty &  
Fertility  
Wood Technicians

## Fresno

A Reliable Plumbing  
A Star Buffet & Banquets  
A-C Electric Company  
A. Nonini Winery, Inc.  
ADT  
ALL Fitness  
AM Consulting Engineers  
AT Medical Transportation  
Aaa Amvet Plumbing  
Absolute Pest Control  
Ac Quality Distributors  
Ac Valley Unique Electric Inc  
Ach Supply  
Active Air  
Advanced Custom  
Installation  
Advanced Emission  
Advanced Energy & Comfort  
Advanced Heating & Air  
Conditioning  
Advanced Heating Air  
Conditioning  
Air Control Balancing Inc  
Alert-O-Lite  
All - N - 1 A/c And Heating  
All Pro Plumbing  
All Service Electric  
All Valley Air Conditioning  
and Heating  
Alpine Electric  
AmeriGuard Security  
American Sheet Metal  
Ameriguard Maintenance  
Service  
Amir Sadaghiani DBA Activ  
Meals  
Ampm Plumbing & Rooter  
Inc  
Ann Marie Productions  
(AMPtv)  
Antojitos Selene's  
Aqua Natural Solutions  
Ars/rescue Rooter  
Art Douglas Plumbing, Inc.  
Arts Refrigeration Service  
Asian Cuisine

Attentive Senior Care II, LLC  
Attentive Senior Care LLC  
B & L Mechanical Inc  
BBVA- Fresno Branch  
BMW Fresno  
Baker Distributing  
Balanced Comfort LLC  
Baljeet Sidhu, MD  
Bauman's Appliance Air  
Conditioning  
Bell Aire A/c & Heating  
Bestcal Inc  
Betts Spring Company  
Bevtechs  
Black Diamond  
Blue Sky Investment  
Holdings LLC  
Bob's Plumbing  
Bobby's Septic Tank  
Pumping  
Bodilogik Med Spa  
Borges USA-Star Fine Foods  
Borrelli Electrical & Sons  
Borton-Petrini Law firm  
Bosquez & Siemens Law  
Office  
Boydston Electric Co Inc  
Brookshire Group  
Brow Shapes  
Busseto Foods, Inc (N Crystal  
Ave Location)  
CENCAL Demolition Inc.  
CIVIC CENTER SQUARE INC  
CMTC  
Caglia Environmental  
Cali Blue Jeans  
California Bedrooms, Inc.  
California Controlled Air  
Candies Tolteca Inc.  
Carrillo's Restaurant  
Taqueria  
Casa de Tamales, LLC  
Castillos Mexican Restaurant  
Catch a Fade Barber Shop  
Cedar Avenue Recycle and  
Transfer Station

CellPros  
Cellfix  
Cen Cal Business Finance  
Group  
Central California Electronics  
Inc  
Central Fish Company  
Central Floor Supply  
Central Valley Community  
Sports Foundation  
Central Valley Elec Energy  
Central Valley Machining  
Inc.  
Central Valley Truck Center  
Charlie Arnold Plumbing-  
Heating & A/c  
Chase Bank  
Cheur Moua Heating & A/c  
Chicago's Pizza With a Twist  
City Plumbing  
Claude Laval Corporation  
(LAKOS)  
Clemens Heating & A/c  
Coast Building Products  
Collins Electrical  
Colorado Grill/Deli Delicious  
- Franchise Office  
Commercial Manufacturing  
Common Goal  
Development, Inc  
Community Pulmonary  
Associates  
Contra Costa Electric  
Corina's Taqueria Y  
Carneceria  
Costless Plumbing  
Cottage Montessori School  
Crandall & Sons Electrical  
Repair  
Crocier Electric Motor  
Works  
Crown Jewels Produce  
Custom Ag Formulators Inc  
Custom Control Associate  
D & H Distributing  
DR Electric

D&d Industries  
DD's Bakery, Inc.  
Daniel Tsvirinko  
Dees Plumbing  
Deli Delicious #12 - Shields &  
Blackstone  
Deli Delicious #8 (550 S.  
Clovis)  
Deli Delicious Franchising  
Di Ciccio Sunnyside  
Dirk Poeschel Land  
Development Services, Inc.  
Diversified Development  
Group  
Don Pepe Taqueria  
Donut Queen  
Doug Parks and Son  
Plumbing  
Dr. John K. Thampi  
Cardiologist  
Dr. Nidhi Mehrotra, MD  
Duckworth Environmental  
Service  
Dumont Printing Inc  
Duncan Enterprises  
E & S Residential Care  
Easton Dairy Equipment  
El Parian  
Electric Press  
Electronic Recyclers  
International, Inc.  
Emcor Services Arc  
Energy Concepts  
Energy Jkb  
Energy Resource  
Corporation  
Ensignal Verizon Wireless  
Enterprises Klous  
Envision Unlimited LLC. dba  
Repeat Performance  
Consignment Superstore  
Eppendorf Holding Inc  
Excelsior Lighting  
FCBA  
FOUR CCCC'S  
CONSTRUCTION  
Faretta's Stan Plumbing  
Fatburger & Buffalo's  
Express  
Ferguson Enterprises  
Fiesta Party Supplies  
Fire System Solutions, Inc.  
First Health Medical Center

Fongs Chinese Restaurant  
Forever Care, Inc.  
Franciscan Mobile Estates-  
The Caritas Corporation  
Fresno A/c Supply Co  
Fresno Area Telephone &  
PBX  
Fresno Arts Council  
Fresno Economic  
Opportunities Commission  
Fresno Financial Advisors  
Fresno Housing Authority  
Fresno Medical Center Inc.  
Fresno Neon Sign Co., Inc.  
Fresno Plumbing & Heating  
Inc  
Fresno Plumbing & Heating,  
Inc.  
Fresno Rescue Mission  
Fresno State .  
Fungs Kitchen  
Future Electric  
G R Plumbing  
GTE Event Group  
Gearhart Electric  
General Teamsters Union  
Ghazarian Welding &  
Fabrication  
Gilbert Lee Construction,  
Inc.  
Glaser Enterprises Inc  
Global Air  
Go Express  
Golden Dragon Restaurant  
Goodwill Industries of San  
Joaquin Valley, Inc  
Grand Bridge Inc  
Great Western Aire  
Conditioning  
Grocery Outlet Tulare Street  
Grundfos Manufacturing  
Corporation  
Habitat for Humanity  
Hagen Noble & Assoc Inc  
HandsOn Central California  
Harmony Care Homes, LLC  
Harrington Air  
Haskins Residential Care  
Havens Security, Inc.  
Heating & Cooling  
Helados La Tapatia  
Help U Clean LLC  
Herb Schwartz & Sons

Holt Distributing  
Howie's Heating & Air Cond  
Huong Lan 10  
IKP Partners, Inc. dba Indian  
Kebab Palace  
IPT, Inc.  
Ichiban  
Ideal Care Centers, Inc.  
Indoor Quality Services  
Industrial Waste and Salvage  
Inland Star Distribution  
Centers, Inc  
Integrated Electronics  
J D Electric  
J P Lamborn Co  
J-CO General and Steel  
J.C. Melton Air Conditioning  
J.I. Garcia Construction  
J.P. Morgan  
JJS Handyman Services  
JP Marketing  
Jack's Electric  
Jagdeep Singh Insurance  
Agency Inc.  
Jalhayon Enterprises, Inc  
DBA Deli Delicious  
James Cooper Plumbing  
Javier's Mexican Restaurant  
and Cantina  
Johanson Transportation  
Service  
John Trujillo Electrical  
Johnson Controls  
Johnsons Boiler & Control  
Inc  
Jorgensen's Batteries  
K&H Hair  
KB Electric  
KLS Design Inc.  
Keller Supply Co  
Kenneth G Magill Electric  
Kerb Appeal  
Kims Plumbing  
King and Queen Nail Spa  
King's Kitchen  
Kings Hair  
Kustom Kitchens  
Distributing, Inc.  
La Piedad Mercado Y  
Carniceria  
La Placita  
La Tapatia Tortilleria, Inc.  
La Vaquita Meat Market



Lanotte Refrigeration  
Lao-Thai Restaurant  
Law Office of David R. Mugridge  
Law Offices of Eric P Escamilla  
Law Offices of Paul M Smith II  
Lee's Air Conditioning Heating And Building Performance  
Len's Lawnmower Service, Inc  
Lesly's Gifts and More  
Lifestyle Solar  
Lifestyle Solar Inc  
Llsa's Nails and Spas  
Los Panchos Mexican Food  
Low Cost Plumbing  
Lu Kitchen & Bath Inc. DBA  
Lu Granite & Cabinet Inc.  
Lyles Services Co./ Lyles Diversified  
Lyons Magnus Inc  
M & L Plumbing Inc  
Manco Abbott, Inc.  
Manpreet Singh SRA DBA  
Laundry King  
Mari's Jewelry  
Marias Tacos  
Mariner Cooler Center Inc  
Mariscos El Patron  
Mark III  
Mark's Air Conditioning Heating  
Martinez Septic Tank Service  
Maurin Construction Corporation  
Maximum Air  
Mcwealth Care Inc  
Mental Health Systems, Inc.  
Mia Bella Foods, LLC  
Micaela's Beauty Salon  
Michael's A/c Heat & Electrical  
Midway Auto Sales  
Miguel Angel Gutierrez Vega  
Miller Clark Landscape & Nursery Company, A California Corporation  
Modern Custom Fabrication Inc

Modesto Industrial Electrical Inc  
Mr Cool Air Conditioning And Heating  
Mr Rooter Plumbing  
Mr Sushi Francisco  
Multi Power  
MyMed Pharmacy, Inc.  
National Nails  
Need A Tech Hvac  
Neighborhood Thrift  
Netafim USA  
Nexus Is Llc  
Norman Wright Mech Equipment Co  
Nova Services  
OK Produce  
Ocampo's Mexican Restaurant  
Ohanesian Electric  
Olympic Property Services  
Ono Hawaiian BBQ  
Outback Inc. dba Outback Materials  
P R Plumbing Heating & Air Conditioning Inc  
PC Solutions  
PNM Company  
Pacific Grain & Foods LLC  
Pacific Industrial Constructors Inc  
Pacific Solar  
Pacific Southwest Building  
Pagestar Wireless  
Papa Murphy's Pizza  
Param Foggora dba Clear Vision Medical Center  
Partow Inc. DBA Caspian Grill  
Pho Phuong Nine Restaurant  
Pipes Are Us  
Platinum Cuisine DBA By the Sea  
Pleasant Mattress Inc  
Plumb Tite Plumbing  
Plumber Fresno's Best  
Plumbers 911  
Poladian Chiropractic  
Pool Chlor - Fresno  
Praytor & Son Expert Plumbing  
Precision Aire

Precision Civil Engineering Inc.  
Prestige Electric Corporation  
Pro Septic  
ProRooter & Septic  
QStudio  
Quality Electric Co  
Quillen Enterprises  
Quiring General LLC  
RH Community Builders LP  
RISICO Claims Management  
RISICO Insurance Services  
RISICO Total Managed Care  
RJ Lewallen Air Conditioning  
RMC Constructors, Inc.  
ROHA Foods Inc. dba Mountain Mike's Pizza  
Ramen vs Pho  
Real Goods Solar  
Rec Solar Inc  
Red Monkey Electronics  
Refrigeration Supplies Distributor  
Repower Fresno  
Rf Macdonald Co  
Richards Plumbing Inc  
Rina's Beauty Salon  
Robert C. Abrams dba Law Office of Robert Abrams  
Robinson Electric  
Rocky Mountain Chocolate Factory  
Romy's Rentals  
Rosy's Mexican Restaurant  
S & S Casino Chairs, Inc.  
SAK Management LLC  
SMS Services Inc.  
Saladino's  
Sally Beauty  
Santiago Communities  
Santiagos Heating & Air Conditioning  
Sapraj Construction Inc  
Schwabees Plumbing  
Scott Electrical  
Serenity Group Homes  
Serenity Group  
Servi-tech Controls  
Sha Investments Inc. (deli delicious)  
Shaw West Industries A/c  
Side Job Plumbing

Sierra Refrigeration Service  
Inc  
Singh Ahluwalia LLC dba  
Singh Ahluwalia Immigration  
Law Firm  
Smith Electrical  
Sol Development Associates,  
LLC  
Solar Maid  
Southeast Fresno Child  
Development Center  
Specialized Air Conditioning  
St. Francis Homeless Project  
Statewide Electric  
Stereo & DJ outlet  
Stereo 1 Warehouse  
Steve Cloud Sr  
Stonecipher Corporation  
Streamline CPA  
Stuart D Greer Basses  
Sun Energy Enterprises  
Suncrest Bank  
Sunlight Industries  
Sunnyside Bicycles  
Sunnyside Diner  
Sunrise Kitchen  
Sunrun Inc  
Super Air Repair Co  
Tacos El Chilango  
Tacos Tijuana

### **Metro Unincorporated**

Capriotti A/c & Heating  
Central A/c & Refrigeration  
Danaee Electric  
Discover Valve

### **Coalinga**

Best Western - Coalinga  
Billingsley Tire Service  
City of Coalinga  
Coalinga Auto Truck Diesel  
Repair Center  
Coalinga Chamber of  
Commerce

### **Firebaugh**

City of Firebaugh

### **Huron**

Vasto Valle Cooling

Tailor Made Digital  
Marketing  
Takao Nursery  
Talons Landscape Inc.  
Tandem Plumbing Inc  
Tangram Interiors  
The Discovery Center  
The Light-House  
The Sargent  
The Seafood Company  
Thermo King Fresno  
Third Street Barber Shop  
Tinch-howard Air  
Conditioning  
Tower Blendz  
Twilight Haven  
US Air Conditioning  
Distributers  
Ulbrich of California Inc  
(Home Ave Location)  
Union Bank  
United Western Industries  
Universal Meditech Inc.  
Urban Roots  
VALLEY PRODUCE INC  
Val Print  
Valley Adult Day Health Care  
Valley Air Conditioning &  
Repair  
Valley Animal Center

E.C.H.O. Pallets  
Easton West Saloon  
High-tech Electric  
K & D Electric

### **West Side**

Coalinga Smoke Shop  
Harris Woolf Almonds  
Imaginarium  
Nolan's Plumbing  
R-N Market  
Salty Pickle  
Solomon Electric And Data

Panoche Energy Center Llc

Valley Caregiver Resource  
Center  
Valley Lightsource Inc  
Valley Protein  
Valley Solar Solutions  
Vern's Plumbing Heating &  
Air Conditioning  
Veteran Employment  
Committee  
Via West Insurance  
Vie-Del Company  
Vigilant Private Security, Inc.  
Villa Electric Engineering Inc  
Virender Singh DBA Curry  
Pizza Company  
Vivek Malik dba Law Offices  
of Vivek Malik  
WCR Inc  
Wade Plumbing Co  
Wells Fargo Bank  
Westco Air Conditioning &  
Heating  
Western Pacific Distributors  
Williams Tank Lines  
WinnCompanies  
Ya Hala Grill and Hookah  
Yergat Packing

Quality Air Conditioning  
Rex Howell Air Conditioning  
Yuri's Electric Inc

Taqueria Gonzalez  
Terry Johnson Trucking, Inc.  
West Hills Community  
College District

Sun's International Corp

**Kerman**

Advance America - Kerman  
Allied Air Conditioning  
Heating  
Baking Mamas  
CCtek.cc  
City of Kerman  
Eimers Septic Service

Golden West Mobile Estates  
Helena Industries, Inc.  
Holland Hulling  
Holland Nut Company  
Kerman Chamber of  
Commerce

Kerman Unified School  
District  
MEC Aerial Work Platforms  
Mac's Equipment Inc.  
SE Electric  
The Boyd Co.

**Mendota**

Family Dollar Mendota

**San Joaquin**

City of San Joaquin

**West Side Rural/Unincorporated**

Agri-Valley Irrigation, Inc.  
BRANDT Fresno  
Charles Vanderkooi Dairy

Fowler Packing, Inc.  
Gejeian, Albert & Violet  
Lankford Honey Farms

Linmore LED Labs, Inc.  
Rocket Machine Works Inc.  
Westside Ag Repair