



COUNTY OF FRESNO QUARTERLY ACTIVITY REPORT

QUARTER 2 FISCAL YEAR 2019-2020 ACTIVITY REPORT: OCTOBER 1, 2019 TO DECEMBER 31, 2019

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	Economic Development Specialist
Courtney Ramirez	Business Attraction Specialist
Chris Palacios	Retention Specialist
Tracy Tosta	Economic Development Coordinator
Nicholas Vincent	Research Analyst
Curtis Williamson	Economic Development Specialist

COUNTY OF FRESNO QUARTERLY ACTIVITY REPORT

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.

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

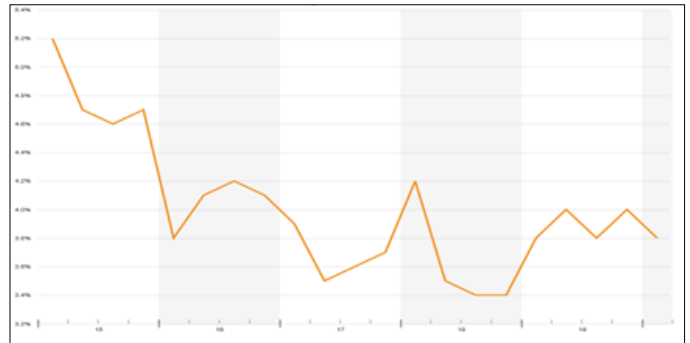
COUNTY OF FRESNO ECONOMIC SNAPSHOT

Quarter 2, FY 19-20 Industrial, Office, and Retail Vacancy

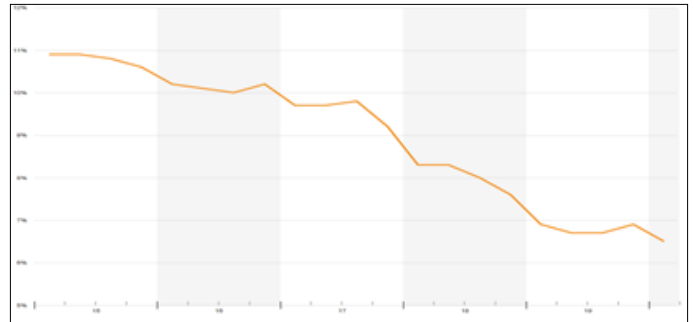
In Fresno County this quarter, the industrial vacancy rate increased from 3.8% to 4.0%, the office vacancy rate increased from 6.7% to 6.9%, and the retail vacancy rate decreased from 5.8% to 5.6%.

Q2 FY19-20	Industrial	Office	Retail
Fresno County	4.0%	6.9%	5.6%
East Side	4.1%	0.5%	1.7%
West Side	2.4%	3.3%	8.8%

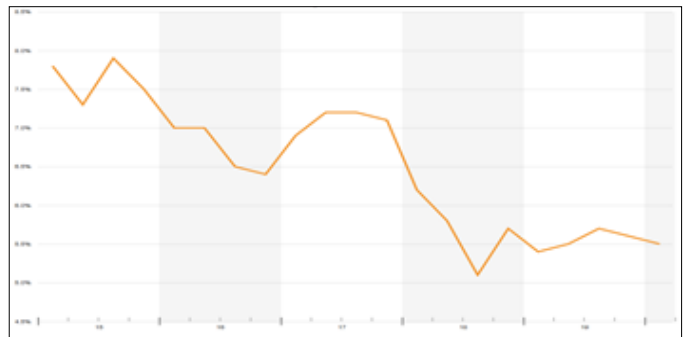
Vacancy Rate – Industrial



Vacancy Rate – Office



Vacancy Rate – Retail



December 2019 Unemployment Rates

The unemployment rate in the Fresno County was 6.5 percent in November 2019, up from a revised 5.8 percent in October 2019, and below the year-ago estimate of 6.8 percent. This compares with an unadjusted unemployment rate of 3.7 percent for California and 3.3 percent for the nation during the same period.

Area	Labor Force	Unemployment Rate
Fresno County	451,100	6.5%
East Side Cities	54,400	8.0%
West Side Cities	26,300	8.6%
Metro Cities	288,700	4.5%
Unincorporated	10,300	6.6%

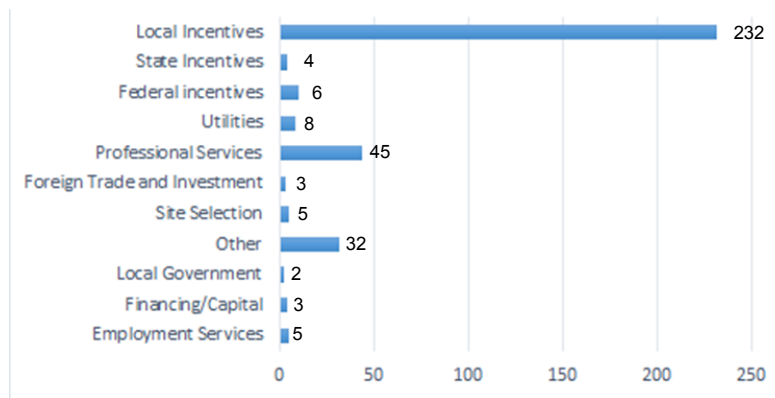
BUSINESS RETENTION AND EXPANSION OUTREACH

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

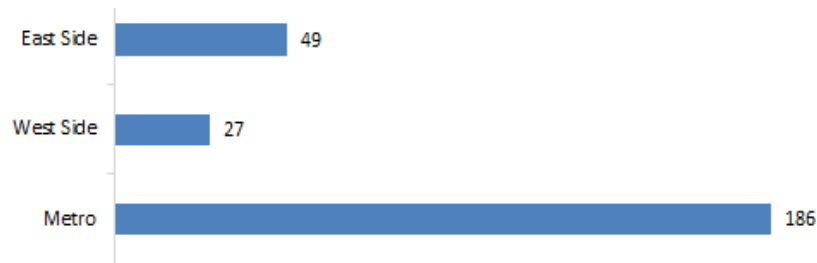
	Q2 2019 -2020
Businesses and Clients Contacted	277
Referrals	117

*Numbers based on cumulative monthly outreach totals (excluding 232 NEO follow-up referrals).

Referral by Service Type



Client and Business Contact by Region



East Side

Fowler
Kingsburg
Orange Cove
Parlier
Reedley
Sanger
Selma

West Side

Coalinga
Firebaugh
Huron
Kerman
Mendota
San Joaquin

Metro

Clovis
Fresno

See Appendix Item 1 for sources

BUSINESS ATTRACTION AND EXPANSION ACTIVITY

During the second quarter, the EDC generated **13** new business leads.

New Qualified Leads

Client Number	Source	Industry	Site Requirement	Jobs	Participating Cities
191002R1	Direct Lead	Convenience Stores	2 AC	TBD	East - Orange Cove
CCVEDC 1938	CCVEDC Lead	Plate Work and Fabricated Structural Product Manufacturing	5 AC; 25,000 SF	30	Metro - Fresno; East - Fowler
191031A1	Direct Lead	Miscellaneous Store Retailers (Non Tobacco)	TBD	TBD	Metro - Fresno
191106A1	Direct Lead	Plastics Packaging Materials and Unlaminated Film and Sheet Manufacturing	TBD	20	TBD
Project 6145	GO-Biz Lead	Beverage Manufacturing	45 AC	150	Metro - Fresno; East - Sanger; East - Selma
191115A1	Direct Lead	Glass Container Manufacturing; General Warehousing and Storage	20,000 SF	10	Metro - Fresno; Metro - Unincorporated
191111A1	Direct Lead	Warehousing and Storage; Printing Ink Manufacturing	100,000 SF	TBD	Metro - Fresno
Project Orion	GO-Biz Lead	Engineered Wood Member (except Truss) Manufacturing	80 AC; 250,000 SF	71	TBD
191213A1	Direct Lead	Residential Care Facilities	TBD	TBD	Metro - Fresno
191213R1	Direct Lead	Snack and Nonalcoholic Beverage Bars	1,500 SF	TBD	Metro - Clovis; Metro - Fresno
CCVEDC 1940	CCVEDC Lead	Plastics Product Manufacturing	TBD	TBD	TBD
CCVEDC 1941	CCVEDC Lead	Refrigerated Warehousing and Storage	25 AC; 100,000 SF	TBD	TBD
CCVEDC 1943	CCVEDC Lead	Other Investment Pools and Funds	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

TBD To be determined

BUSINESS ATTRACTION AND EXPANSION ACTIVITY CONT.

Q2 Site Visits

Date	Client Number	Industry	Sites or Area
10/2/2019	190605A1	Food Manufacturing (Extracts)	Fresno County Unincorporated West
10/23-10/24/2019	181218A1	Fertilizer Manufacturing	Fresno County Unincorporated West; Fresno

Marketing

Process Expo

October 7-10, 2019

McCormick Place, Chicago, IL

Process Expo is the nation's largest trade show dedicated to the food and beverage processing, and the food packaging industry produced by the Food Processing Suppliers Association (FPSA). The EDC attended Process Expo in Chicago from October 7-10, 2019 as a member of the California Central Valley Economic Development Corporation (CCVEDC). The CCVEDC booth drew over 1,000 visitors and 176 contacts. To date, Fresno County EDC has received 3 referrals from Process Expo.

Surya to Open Westcoast Distribution Facility in Fresno

Surya, a leading manufacturer of high quality, fashion-forward home furnishings and accessories based in White, GA has secured a 250,000 SF warehouse located at the Northpointe Business Park in Fresno. This facility will become Surya's first west coast operation that will serve their growing consumer and business customer base, bringing 50 new jobs to the area. The EDC began working with Surya's broker in February 2019, providing site selection assistance, industry and labor reports, and incentive referrals. Surya anticipates beginning operations in June 2020.

Candies Tolteca Expansion

EDC Staff has been in communication with Candies Tolteca, a family run food processing and distributing company, since 2016. The business suffered an indirect impact from the High Speed Rail development near their facility north-east of McKinley and Marks Avenues. The company has received assistance in communicating with the City of Fresno planning department for their new location on East Avenue on which they have closed escrow and as of October have begun moving into the location that is 20,000 square feet larger which will allow them to consolidate their existing facilities into one location. Once fully operational they anticipate adding around 10 new positions.

HIGH-SPEED RAIL

Since the program inception in 2013, the EDC has assisted 330 property owners throughout the City and County of Fresno. During this quarter our Business Support Specialists assisted 3 businesses and property owners, making contact 3 times.

Client Status	
Closed	34
Active/Existing	94
Pending Relocation	8
Reconfiguring	40
Relocated	154
Total	330

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	46	150
Job Placements	68	200
Job Postings	130	500
Job Fairs	3	4
Employer Training	0	4

*Contract Dates: October 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.

Cohort#11 8/12 – 11/1
 Cohort #12 January 2020

Aug 2016 – Current Cohorts 1 – 11 Status	
Completed	117
Retained Employment	88
Retention Rate	75%

Truck Driving

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

Cohort #33 7/22 – 9/23
 Cohort#34 TBD

Feb 2015 – Current Cohort 1 – 33 Status	
Obtained CDL	230
CDL – Left County	-16
Entered employment	178
Placement Rate	83%

HIGHLIGHTS

Vision View Partners Opportunity Discussion

EDC Staff joined Fresno area economic development leaders and stakeholders for a discussion and open dialogue on strategies to better align business support services for area businesses and entrepreneurs. Hosted by business incubator Vision View Partners, the discussion and open house included a tour and meet and greet with small business owners housed at the incubator site. EDC CEO Lee Ann Eager provided the welcome introduction. Strategies discussed included developing a "Resource Basket" of available funding and contract opportunities, creating a business and vocation clearinghouse for connecting jobseekers and businesses, and establishing an "Outcomes Driven Dashboard" to measure outcomes and compliance goals.

2019 SCORE Startup Success Virtual Conference

EDC Staff participated in the SCORE's 2019 Startup Success Virtual Conference. The 5 hour online event presented trainings and resources needed to help small business reach their goals. Participants could explore the interactive digital environment which included a networking lounge, exhibitor booths, and mentoring hall. Webinars were offered covering a range of topics related to starting and growing a business. Opportunities were available to learn new business strategies, build professional network, and get personalized advice from experienced SCORE mentors. Staff attended sessions on, "An Easier Way to Prepare Your Business Plan", "Access to Capital 101: Funding Options to Start and Grow Your Business" and "The Value of Communication When Starting Your Business & Beyond". Over 40 electronic and online resources were made available and will be shared with EDC small business clients.

"Yo'Ville" Community Garden Support

EDC Staff attended the groundbreaking ceremony for the 7.5 acre Yosemite Village Permaculture Urban Farm and Community Garden in southwest Fresno. The first project underway from Fresno's \$66.5 million Transformative Climate Communities grant, the site is designed to expand access to healthy food in an area challenged by persistent poverty. When it opens, the unique community space will give residents access to planting areas for growing their own vegetables, along with support from experts to help ensure their gardens thrive. The urban farm, colloquially called Yo'Ville, will include walking paths, hundreds of native and fruit-bearing trees, a greenhouse and composting facilities. EDC connected Yo'ville Garden Coordinator Chris DeLeon, of Fresno Metro Ministry, with representatives from Manda Fermentation to discuss potential sponsorship and partnering opportunities. EDC staff also joined community partners and over 200 volunteers in a community volunteer day to begin planting the hundreds of trees and shrubs that will grow throughout the Yo'Ville property.

Simonian Fruit Co

The business reached out to EDC Staff through the Fowler Chamber of Commerce and requested assistance with research relating to any incentives and programs that might be available to the business as they look to replace some equipment in the coming year. Staff was able to connect the business to multiple resources, such as the Partial Sales and Use Tax Exemption for Farm Equipment and Machinery, the U.S. Dept. of Agriculture - Farm Service Agency's Farm Storage Facility Loans, Fresno Energy Watch, Workforce Connection's Incumbent Worker Training Program, and the Valley Small Business Development Corporation that specializes in financing ag related projects.

Chinatown Support

EDC Staff participated in two events related to Chinatown in October. Early in the month the community held an annual picnic hosted by Fresno Fire Department station #3. Attendees were able to connect with Chinatown businesses and tour the fire station while also raising money for the Chinatown Foundation. A week prior to that event the City of Fresno organized a presentation on Property Based Improvement Districts (P-BIDs). In this session EDC staff presented on economic development functions that these districts may be inclined to implement for specific neighborhood needs. There are very few P-BIDs in Fresno County, the most notable being the Downtown Partnership. These organizations can bring targeted support to the communities that fund them and often help in the safety, beautification, and economic vitality of their adjacent neighborhoods.

Candies Tolteca

EDC Staff has been in communication with Candies Tolteca, a family run food processing and distribution company, since 2016. The business suffered an indirect impact from the High Speed Rail development near their facility north-east of McKinley and Marks Avenues. The company has received assistance in communicating with the City of Fresno planning department for their new location on East Avenue on which they have closed escrow and as of October have begun moving into the location that is 20,000 square feet larger which will allow them to consolidate their existing facilities into one location. Once fully operational they anticipate adding around 10 new positions.

Community Outreach

EDC Staff joined Selma Mayor, Scott Robertson, City Manager, Teresa Gallavan, Selma Chamber Director Bob Allen and other community stakeholders for the grand opening and ribbon cutting for Legends Tap House and Grill. Employing

HIGHLIGHTS cont.

a staff of over 50, Legends will fill the large employment and economic gap left when the establishment previously located at the site closed. Officials from Tulare and Kingsburg joined local participants and KMPH Fox 26's own Kopi Sotiropoulos, as the community celebrated the establishment of a new small business. EDC staff will follow up with information on available hiring incentives.

Trade Professional Alliance Workshop

In collaboration with the Fresno Area Hispanic Foundation Downtown Business Hub, the Fresno Energy Watch Program and PG&E, EDC staff conducted a Trade Professional Alliance Program (Trade Pro) workshop. Six local contractors were connected with PG&E's Trade Pro program. Participants began the process of enrolling in the program, were provided an overview of program advantages and benefits, and were given the opportunity to meet staff and ask questions. EDC staff also presented information on general EDC services including the New Employment Opportunities (NEO) program to maximize communication and support for the attending organizations.

Attentive Senior Care Expansion

In 2016, Attentive Senior Care became a participating business in the NEO program. As a result of its participation, the company has been reimbursed over \$40,000 in wages. Since joining the program, Attentive Senior Care has expanded to a second location. Those cost savings arguably supported their quick expansion and service to more patients. The company has had several NEO employee successes and is currently in the process of opening a third location that is anticipated to be operational by early 2020. In total, the company will have 30 beds for senior residential care services. All three locations will be NEO employers, with a fourth location in Coalinga being considered. Attentive Senior Care's growth is a prime example of healthcare services expanding in Fresno County with the assistance of lucrative incentives.

Rural Cities Outreach

Partnering with the Coalinga, Reedley, Sanger, and Kerman Chambers of Commerce, EDC Staff provided scheduled Chamber office hours to area rural businesses. Staff presented an introduction to social media marketing workshop that drew 12 individuals representing 15 business from throughout the County. Staff provided each business with technical assistance and connected them with free marketing tools, SCORE mentors, and Fresno State's Small Business University. Additional referrals were Made for Government contracting, the Work Opportunity Tax Credit, the Small Business Development Center, and Fresno City College's Work Study Program. EDC Staff were able to generate new NEO leads and will be working with the businesses to sign up for the program. A follow-up Media Marketing Workshop to be provided in the City of Reedley in December as a result of the need for more advanced marketing assistance expressed by the businesses.

China Trade Mission

EDC President and CEO Lee Ann Eager visited Shanghai and Nanjing China to meet with several agencies in order to develop partnerships and generate additional leads for the China Trade Investment Network. EDC staff connected with the American Chamber of Commerce Shanghai office to arrange 11 meetings that included the US Consulate, Invest Shanghai, Bay Area Council, US China Business Council and others. In Nanjing, Eager attended a Government Appreciation Dinner, where additional leads and contacts were made. Staff will be following up on the contacts and hope to support future inbound missions from China to increase exports and foreign investment.

Chenguang Biotech

Prior to the China Trade mission, EDC Staff were able to arrange representation at an event in China that supported and acknowledged the investment incoming from Chenguang Biotech. Through the support of partner agencies and a consultant, staff arranged for a written acknowledgement to be signed at the event in a ceremony displaying the continued effort to work with international businesses in their investment in the Central Valley.

NUBE Furniture

NUBE Furniture is a manufacturing company based out of China that has secured a facility in Fresno in which they will be producing furniture for mainly domestic consumption. They have been working with Fresno FTZ for utilization of a Foreign Trade Zone status. EDC Staff toured the new location and provided additional incentive information to assist in the recycling of their waste materials, workforce recruitment, and cost savings for equipment purchases. NUBE anticipates creating approximately 10 highly skilled jobs in the next year.

EDC Investor Stantec

EDC Staff conducted an all staff meet and greet with new EDC Investor Stantec. The architectural and engineering firm

HIGHLIGHTS cont.

provided staff with information on funding infrastructure projects and recent success stories. EDC staff provided an overview of available resources and current projects in the Central Valley. The group discussed an array of potential collaborative opportunities that intersect community, economic, and creative sectors.

SEFCEDA Trailblazers Awards Luncheon and Project Support

Staff attended the 8th Annual Southeast Fresno Community Economic Development Association's (SEFCEDA) Trailblazers Awards Luncheon, held at the Fresno Fairgrounds. Six area community members were recognized for their impact on improving economic prosperity and access for Southeast Fresno residents. The EDC helped sponsor the event.

The EDC continues to support SEFCEDA as the organization works to develop 49 acres in Southeast Fresno into a regional park and soccer complex. The estimated \$12 million dollar project will provide more recreation space for southeast Fresno in addition to providing multiple workforce development and economic opportunities for area residents. EDC staff continue to connect SEFCEDA with research, new potential partners and funding sources. Most recently, staff has assisted with a planned neighborhood beautification project and potential grant writer referrals.

Small Business Assistance

Staff met with small business owner Mario Vargas to discuss available assistance for Valparaiso Cafe. The coffee shop, located on historic Warehouse Row, has experienced loss of foot traffic and revenue as a result of delayed completion of a new construction project in the area. Originally scheduled to be completed in October 2019, the project is tentatively slated to be complete by May 2020. To help mitigate the project's impact on Valparaiso and other area businesses, EDC staff is working with the developer, the City of Fresno, and PG & E, to help retain those businesses through completion.

Good Morning Reedley

EDC Staff attended Good Morning Reedley hosted by the Chamber of Commerce. Once a month Reedley businesses assemble to network and discuss any of their ongoing business needs. EDC staff had the opportunity to introduce services to the businesses in attendance. The opportunity allows the EDC a chance to individually speak with the businesses after the regular meeting is concluded. The ongoing collaboration with the Reedley Chamber of Commerce has allowed the EDC to maintain a presence in the community.

Social Media Marketing Workshop

EDC Staff in partnership with the Reedley Chamber of Commerce, the Fresno Regional Workforce Development Board and INFLUENCIA, organized and hosted a free, intermediate level workshop on Social Media Marketing. EDC Staff worked with the surrounding area Chambers to invite their membership to the workshop and had 12 businesses attend the event. Each organization introduce themselves and their services after the workshop and EDC Staff is following-up with the attendees. With the success of the event, the other Chambers of Commerce have asked for the workshop to be brought to their areas and EDC Staff is working to make that happen.

Real Estate Forecast 2020

EDC Staff met with staff from 13 cities to discuss updating their individual City Pages in the 2020 Real Estate Forecast publication and to introduce new EDC team members. Each meeting exchanged information about current projects the cities have going on and recent EDC activity. Because of the great working relationship between each City and the EDC, all meetings were scheduled timely and the updated content for the City Pages was submitted by the deadline.

Electric Vehicle Charging

EDC Staff met with Kris Kimble of Alco Building Solutions who provided information on the San Joaquin Valley Incentive Project through CALeVIP. This is a \$15.3 million rebate program coming to Fresno, Kern, and San Joaquin Counties for the installation of Level 2 and DC Fast electric vehicle charging stations. Mr. Kimble provided information on the application process and deadlines. EDC Staff shared this program with all 15 cities, multiple developers and property owners to have as many as possible apply. At least 12 Fresno County applications were submitted.

Introduction to new Kerman City Manager

EDC Staff met with John Jansons who recently joined the City of Kerman as their new City Manager. Mr. Jansons immediately complimented staff for sticking around to introduce themselves to him at a previous City Council meeting where his appointment was approved. EDC Staff introduced the organization and provided updates on existing activities within the City. Mr. Jansons was impressed with the multitude of activities the EDC was involved in, sharing that previous organizations he worked with only focused on certain industries. At Mr. Jansons request, EDC staff provided a list of brokers operating in Kerman to build relationships and to the San Joaquin Valley Rail Road to discuss some possibilities with an industrial site.

HIGHLIGHTS cont.

Go-Biz Central Valley Regional Convening

EDC Staff met with the Go-Biz Office of the Small Business Advocate and other partner agencies to do an analysis on the small business ecosystem in Fresno County and the region. The group was assembled in an aim to provide more connected interactions and direction across the agencies as far as focus points for supporting diversity in small businesses. This convening is anticipated to happen quarterly to continue to align strategies.

Kaiser VOICE and Initiative for a Competitive Inner City (ICIC)

EDC Staff attended a two hour session with Kaiser and Initiative for a Competitive Inner City to learn about the program they will be bringing to Fresno and Madera counties in 2020, that will aim at assisting 50-60 local businesses in what they called "a mini MBA program on steroids". This program will begin with a 12 hour one day workshop to educate companies on business practices. After the session the participants will be given access to webinars and workshops (about 18 in one year) and a direct contact with a mentor or consultant to help them grow their business and evaluate needs for funding to scale up or improve their small business. ICIC collected partners across the region to inform them of the entrepreneurial climate in the Central Valley. With the information provided, they will build up the program tailored to this region.

Other Activities

December

Sanger Chamber Office Hours	Leadership, Becoming an Effective Leader Training
Coalinga Chamber Office Hours	Fresno Metro Black Chamber of Commerce Holiday Soiree
Kerman Chamber Office Hours	PG&E Economic Development Rate Meeting Irvine Foundation
Reedley Chamber Office Hours	Business Roundtable follow up activity
ATIP Foundation Calls	Fresno 4 Biz Quarterly Meeting
The Value of Transportation Resilience Webinar	Ag Expo Matchmaking Meeting with DOC
Fresno Downtown Partnership Merchant Meeting	GO-Biz December International EDO call
CMTC Meeting	United Way Women United
Technical Strategies for Your Non-Profit Success Webinar	Centro La Familia Health Care Coalition
Chinatown Holiday Open House & Board Meeting	Nobel Credit Union Open House

November

Real Estate Investing Association Meeting	City of Fresno Veterans Memorial Ribbon Cutting
Angel Investing Webinar	State Route 269 Bridge Project Ribbon Cutting
WebEx Business Basics Webinar	Kerman Chamber Office Hours
Next Level Branding Hacks to Promote Your Business	Coalinga Chamber Office Hours
Online Webinar	Reedley Chamber Office Hours
Opportunity Zone Basics Training	Sanger Chamber Office Hours
Become a Better Business Using 3 Top Marketing	Fresno Energy Watch Quarterly Meeting
Trends Webinar	Trade Professional Alliance Workshop
Veterans Employment Committee	Irvine Foundation Business Roundtable Follow up Meeting
California Hemp Expo	Access Asia International Trade and Investment Event

October

World Ag Expo International Matchmaking planning	Kerman Chamber Office Hours
China Trade Mission Planning and Coordination	Laser-Targeting Your Audience for the Busy Solopreneur Webinar
Hosting and Supporting International Businesses from Japan and China	CPUC 17th Annual Supplier Diversity En Banc
Inaugural Summit on the Central Valley	Consul General of Japan Welcome Reception
Veterans Employment Committee	PBID Presentation with AMI Concepts
CoalingaFest	Fresno Chamber of Commerce / Fresno EDC Joint Staff meeting
Coalinga Chamber Office Hours	Orange Center Community Event
Prevention of Sexual Harassment Training	HSR Small Business Supportive Services Symposium
Reedley Chamber Office Hours	Job Fair w/ City of Fresno
	HSR Reception w/ Brian Kelly and Henry Perea

APPENDIX

Item 1

Five Cities JPA

Fowler

Central Valley Riders	Fowler Chamber of Commerce	Bobby Salazar's Mexican Food Products
City of Fowler	Van G Logistics	

Kingsburg

City of Kingsburg	For the Birds Garden and Gifts	Allstate Insurance – Ricardo Vicuna
Kingsburg Chamber of Commerce	JD Electric	

Orange Cove

City of Orange Cove	Orange Cove Chamber of Commerce	
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Parlier

Innovated Design & Manufacturing	City of Parlier	
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Reedley

Mama's Café	GAR Tootelian Inc – Reedley	The Nest
Allstate Insurance Company	Lee's Service	The Wardrobe
City of Reedley	MattCo Construction	Thrive – Janie
Cottonwood Clothing	Mid Valley Times	Valentino's Restaurant
Cross Country Mortgage	Reedley Chamber of Commerce	
ESCO Investments Graphic Tees	Reedley Executive Center	

Sanger

City of Sanger	The Sanger Scene	Valley Pizza Guys Inc.
Allstate Insurance – Ricardo Vicuna	Sanger Adult School	

Selma

City of Selma	Garcia Document Services	Kings Mortgage
Princess Dance Studio	Princess Cleaning Services	Mountain View Gas and Mart
Selma Chamber of Commerce	Colosos	

East Side Rural

Heritage Crystal Clean		
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Metro Area

Clovis

A Mind Above, A Professional Psychology Corporation	City of Clovis	Outdoor Environment - Underground Boring Systems, Inc.
Accounting America	Clovis Chamber of Commerce	Roll Me Some, Inc. DBA Roll Me Some Ice
All Valley Automotive, Inc	Clovis Country Junction	Startup- Cat Cafe
Ambitious Concepts dba Best Party Rentals	Clovis Tourist Information and Visitors Center at Tarpey Depot	The Garage Do-It-Yourself Auto Repair, LLC.
American Farm Rubber	Clovis Tub & Tile Refinishing	Vecron Exim America Inc.
CA Shippers Association	Functional Energetic, Inc. - Mind Body Matrix	Westech Systems, Inc
CALBEC Group	Gilbert K. Moran, M.D. F.A.C.O.G. INC.	Will C. Investments, Inc. dba Deli Delicious - #11 Clovis & Herndon

Metro Area

Fresno

(Chinatown) Street Customs	Fresno Plumbing & Heating, Inc.	NUBE Furniture Inc.
411 Ales & Spirits	Gill and Sandhu, Inc. DBA Deli Delicious 17 - Jensen & Hwy 99	Ohana Pantry
559 Artisans	Golden Truck Repair	Opoku-Ababio Adult Care
88 Mechanical	Goodwill Industries of San Joaquin Valley, Inc	Oro Financial of Ca, Inc
Action Air Conditioning	Great American Car Wash	Paramveer Food & Oil, Inc. dba Burgerim Gourmet Burgers - Riverpark
ADT	Grocery Outlet - Belmont Ave	Partow Inc. DBA Caspian Grill
Advanced Emission	Grocery Outlet - W Shaw	Petersen Dean
Aesop's Tables	Grocery Outlet Tulare Street	PG&E
AM Consulting Engineers	Grossman Law Offices, A Professional Law Corporation	Pleasant Mattress Inc
AT Medical Transportation	GTE Event Group	PNM Company
Attentive Senior Care II, LLC	Guarantee Real Estate and Home Loans	Polished Braids
Attentive Senior Care LLC	HandsOn Central California	Pro Forma Signature Promotions
Balanced Comfort LLC	Harmony Care Homes, LLC	Quiring General LLC
Balloon Concepts	Havens Security, Inc.	Rakkar Development & Construction
Banker's Ballroom	Helados La Tapatia	Ramen vs Pho
Belen Sanchez Insurance Company	Help U Clean LLC	Restore Tech Inc
BMW Fresno	Henson General Engineering	RH Community Builders LP
Book Nook	Herbivore Fresno	RH Defense
Calimyrna Assisted Living	Heritage Bomanite	Richard Heath and Associates, Inc.
Candies Tolteca Inc.	Home Upgrades Made Easy (HUME)	Robert C. Abrams dba Law Office of Robert Abrams
Carey's Care Center	Ideal Care Centers, Inc.	Rockwell American
CarrollCo Inc.	IKP Partners, Inc. dba Indian Kebab Palance	Rocky Mountain Chocolate Factory
Casa Corona	Inspiration Transportation	ROHA Foods Inc. dba Mountain Mike's Pizza
CellPros	Inspire Charter School - Fresno	Ross Spillman dba Servpro of Fresno Southeast
Central California District Export Council	Intrade Industries Inc.	S & S Casino Chairs, Inc.
Central Valley Community Sports Foundation	IPT, Inc.	Schy Homes
Central Valley Machining Inc.	Jagdeep Singh Insurance Agency Inc.	Servpro of Fresno Northwest
Children's Musical Theaterworks	Jalhayan Enterprises, Inc DBA Deli Delicious	Shirley McWilliams Acupuncture
Chinatown Fresno Foundation	JNL Mechanical Design	Singh Ahluwalia LLC dba Singh Ahluwalia Immigration Law Firm
Commercial Manufacturing	Jubilee HomeCare. Inc	SMS Services Inc.
Core Business Interiors	Julianne R Burk LLC.	Solar Negotiators Inc.
Corporate Tax Incentives (Fresno Office)	Kaiser Permanente Medical Center	South East Fresno Community Development Association
Cowboy Chicken	Kerb Appeal	Southeast Fresno Child Development Center
Deli Delicious - Blackstone and Bullard	Kimber Kimber and Associates	Streamline CPA
Deli Delicious #12 - Shields & Blackstone	KLS Design Inc.	Superior Pipe & Stainless Supply, Inc.
Derrin Gibbs Industrial Services	La Boulangerie	Talons Landscape Inc.
Designs Maria Bonita	LASAR Underground Construction Inc	Temika Trina Jacobs DBA Karen's House
Divine Energy Group	Law Offices of Eric P Escamilla	The Brownie Baker, Inc
Dycora Transitional Health dba Golden Living Center -Fresno	Law Offices of Paul M Smith II	The California Advocate Newspaper

Metro Area

Fresno

EcoWater of Central California	Lifestyle Solar	The Light-House
Energy Efficiency, LLC	Lu Kitchen & Bath Inc. DBA Lu Granite & Cabinet Inc.	Tower Blendz
Envision Unlimited LLC. dba Repeat Performance Consignment Superstore	Made for Them	Twilight Haven
Eurofins Microbiology Laboratories, Inc.	Manpreet Singh SRA DBA Laundry King	Universal Meditech Inc.
Expo Party Rentals	Maurin Construction Corporation	Valley Adult Day Health Care
First Health Medical Center	Max's Artisan Breads, Inc dba Max's Artisan Breads	Valley Decorating Company
First Pediatrics Medical Group	Maya Cinemas	Valley Industrial Products
Forever Care, Inc.	Mcwealth Care Inc	Valparaiso Cafe
FOUR CCCC'S CONSTRUCTION	Mia Bella Foods, LLC	Veterans Network Education Center (Vet Net)
Fresno Area Hispanic Foundation	Miller Clark Landscape & Nursery Company, A California Corporation	VIPL Global Inc Central Valley Auto Glass
Fresno Area Telephone & PBX	MVCSA - Minority Veterans Coalition Security Agency	Virender Singh DBA Curry Pizza Company
Fresno Arts Council	MyMed Pharmacy, Inc.	Vivek Malik dba Law Offices of Vivek Malik
Fresno Economic Opportunities Commission	Nations Roof West, LLC.	Weir Floway, Inc. DBA Floway Pumps
Fresno Mobile Auto & Tire Inc	Neighborhood Thrift	Wingcraft Inc. DBA Wingstop
Fresno Pacific University	New England Sheet Metal	

Metro Area Rural

Cedar View Winery	Kulwant Romane	
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West Side

Coalinga

Salty Pickle	City of Coalinga	West Hills Comm. College District
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Firebaugh

City of Firebaugh

Huron

Ralphs Triangle Service	Wapo's Tacos	
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Kerman

Mid Valley Disposal	Allright Construction, Inc	Helena Industries, Inc.
MJ Avila Company	Anthony's Laser Leveling	City of Kerman

Mendota

Antonio Gonzalez Insurance - Farmer's Mendota

San Joaquin

Maria's Mexican Restaurant	Farmers Feed & Supply	Los Amigos Food Center
City of San Joaquin		

West Side Rural

NutriAg USA Ltd.	Linmore LED Labs, Inc.	Biodico
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