



**Fresno County**  
**EDC**

*The Essential Connection*

## **County of Fresno** **Quarterly Activity Report**

**Quarter 3**

**Fiscal Year 2016-2017**

**January 1, 2017 – March 31, 2017**

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## 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 premiere 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 strive to not only facilitate site selection for new businesses within Fresno County, but we also assist in the retention and expansion of businesses through our alliance with collaborative partners and resources.

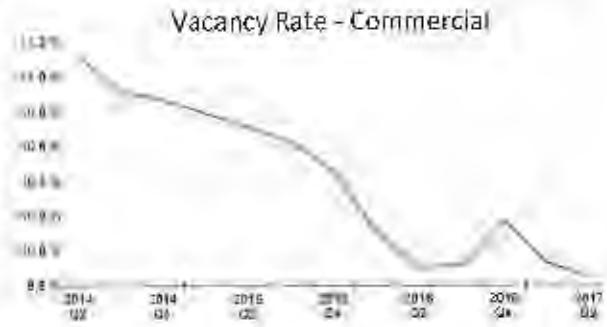
The EDC agrees to the following services:

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.
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

### Calendar Year 1st Quarter (January – March) Industrial and Commercial Vacancy Rates

According to CoStar, the *Fresno Industrial market* ended the first quarter 2017 with a vacancy rate of 4.4%. The vacancy rate was down over the previous quarter, with net absorption totaling positive 259,578 square feet in the first quarter. CoStar also reports that the *Fresno Office market* ended the first quarter 2017 with a vacancy rate of 9.0%. The vacancy rate was unchanged over the previous quarter, with net absorption totaling positive 20,957 square feet in the first quarter. The EDC maintains an inventory of available industrial sites in Fresno County through CoStar subscription, a proprietary database of commercial real estate, and/or FresnoCountyCities.com.



Market	Vacancy Rate (Combined)
Fresno County	4.40%
East Side	2.47%
West Side	1.25%

### Quarter 3 Unemployment Rates

Based on a labor force study produced by the State of California's Employment Development Department, the unemployment rate for Fresno County is at **10.30%** with a labor force of 447,300. An attached copy of the report can be found in the appendix (item 1).

Area	Labor Force	Unemployment Rate
Fresno County	447,300	10.30%
East Side Cities	54,000	10.90%
West Side Cities	26,700	9.90%
Metro Cities	291,300	9.60%
Unincorporated Areas	9,400	11.70%

## 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 included below:

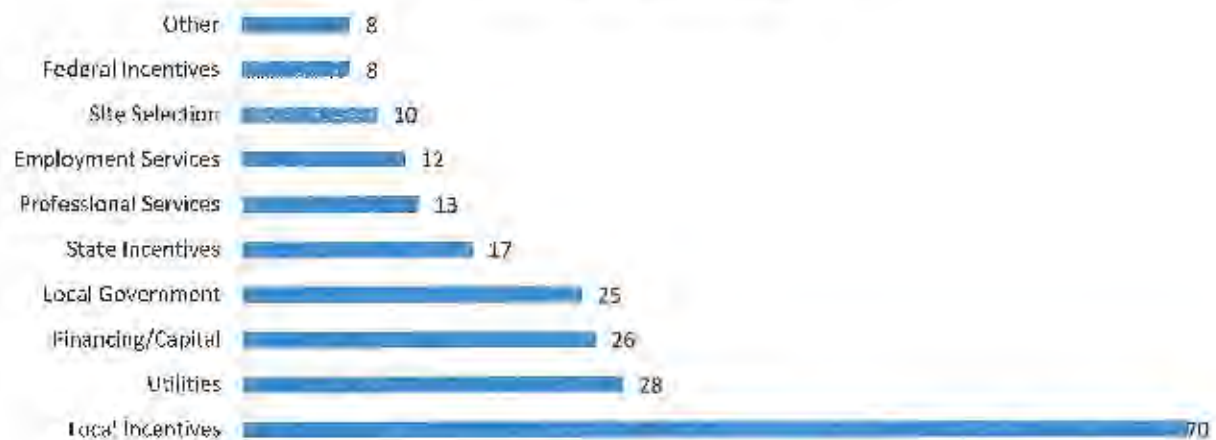
	Q3 2016 -2017
<b>Businesses Contacted</b>	189
<b>Referrals</b>	217

### Client and Business Contact by Region



Eastern Region	Western Region	Metro Region
Fowler	Coalinga	Clovis
Kingsburg	Firebaugh	Fresno
Orange Cove	Huron	
Parlier	Kerman	
Reedley	San Joaquin	
Sanger		

### Referrals by Service Type



See Appendix Item 1 for sources

## Business Attraction and Expansion Leads

### County of Fresno Q3 Activity



During this quarter, The EDC generated **50** new business leads, with **2** new project announcements expected to generate **592** new full-time jobs.

Company	Client Number	Industry*	Project Size	Jobs	Location
ULTA, Inc.	160719A1	Wholesale Trade	670,000 SF	542	Central Ave & North Ave, Fresno, CA
Sequoia Companion Care	160219E1	Health Care	3,000 SF total (1,000 SF expansion)	50	55 Shaw Ave, Ste 114 Clovis, CA

\***Industry classification** is defined by the two-digit North American Industry Classification System (NAICS) code. The NAICS code system is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy.

### Jobs Supported in 2<sup>nd</sup> Quarter: **592**

#### ULTA, Inc.

In March, ULTA, Inc. announced their selection of Fresno for their west coast distribution and e-commerce fulfillment center. ULTA, Inc. plans to hire 542 full-time employees with hundreds of additional part-time and seasonal positions. The EDC is proud to have worked closely with the **City of Fresno**, **Newmark Grubb Pearson Commercial**, **G3 Development**, and the **County of Fresno** to help make this project a reality. With the selection of Fresno now official, EDC has elevated discussions with ULTA Inc.'s consultants about participating in the NEO program.

#### Sequoia Home Health/Sequoia Companion Care

The EDC has worked with Sequoia Home Health/Sequoia Companion Care for over a year on their planned expansion. Recently, after routine follow-up by staff, they indicated their immediate plans to expand their operations and will soon be executing a lease agreement to consolidate two separate leased facilities into one while expanding their total building footprint by 30%. Their expansion also calls for an additional 50 new jobs over the next year. The company has also signed up to participate in the NEO program to hire part of the new workforce, where the savings are intended to spur additional expansion down the road.

#### Valley Children's Hospital and Adventist Health Groundbreaking

Valley Children's Hospital and Adventist Health are expanding their partnership with a \$35 million dollar project that will improve access to healthcare for families. More than 200 people attended as Valley Children's Hospital and Adventist Health broke ground on Friday, March 24th in Fowler. The planned

46,000-square-foot, specialty care center will be located just off Highway 99 and Merced Avenue and will open in late 2018. Once complete, the specialty care center will encompass pediatric sub-specialists in cardiology, endocrinology, gastroenterology, neurology and maternal fetal medical specialists. This state-of-the-art facility is slated to bring 55 new jobs to the greater Fowler community. There are also plans for a 4.5-acre community park that will house medical supportive services. In conjunction with the City of Fowler and through the 5 Cities JPA, the EDC is proud to have worked on this project for the past two years.



Leads by City



### New Qualified Leads

Client Number	Industry*	Site Requirements	Jobs	Source	Cities Participated
170103A1	Real Estate   Rental and Leasing	15 AC	40	Direct	Fresno
Project Yellow Shoes	Transportation & Warehousing	125,000 SF	150	GO-Biz	Fresno, unincorporated
Project Flicker	Manufacturing	800 AC	95	GO-Biz	Sanger, unincorporated
170106E1	Wholesale Trade	4 AC	TBD	Broker	Fresno
CCVEDC 1632	Telephone Answering Services	TBD	TBD	CCVEDC	Clovis, Fresno
CCVEDC 1633	Telephone Answering Services	TBD	TBD	CCVEDC	Clovis, Fresno
CCVEDC 1634	Telephone Answering Services	TBD	TBD	CCVEDC	Clovis, Fresno
170118A1	Construction	5 AC	TBD	Direct	Parlier
CBIS20161691DB	Manufacturing	40,000 SF	35	GO-Biz	Fresno, unincorporated
170124A1	Manufacturing	160,000 SF	100	Direct	Fresno, unincorporated
170125A1	Materials Recovery Facilities	TBD	TBD	Partner	TBD
170125A2	Manufacturing	30,000 SF	50	Direct	TBD
CCVEDC 1631	Retail Trade	7,500 SF	TBD	CCVEDC	Fresno, Kingsburg
170127A1	Manufacturing	3 AC	10	Partner	TBD
170130A1	Retail Trade	50,000 SF	TBD	Direct	Coalinga

Client Number	Industry*	Site Requirements	Jobs	Source	Cities Participated
170203C1	Accommodation and Food Services	1,000 SF	TBD	Partner	Fresno
170206A1	Manufacturing	5,000 SF	15	Direct	Fresno
170207A1	Wholesale Trade	100,000 SF	50	Direct	Fresno, unincorporated
170207A2	Manufacturing	TBD	TBD	Direct	TBD
170210A1	Construction	TBD	TBD	Direct	Fowler
170214A1	Finance & Insurance	5,400 SF	180	Direct	Fowler
CCVEDC 1704	Transportation & Warehousing	1 million SF	TBD	CCVEDC	Fresno, unincorporated
CCVEDC 1705	Transportation & Warehousing	1 million SF	TBD	CCVEDC	Fresno, unincorporated
170216A1	Manufacturing	TBD	180	Direct	TBD
170221A1	Wholesale Trade	Wholesale Trade	TBD	Direct	TBD
170222E1	Retail Trade	6,000 SF	TBD	Partner	Fresno
170223A1	Information	75,000 SF	350	Broker	Clovis
170228A1	Information	40,000 SF	20	Direct	Fresno
Project Eagle	Manufacturing	750,000 SF	920	GO-Biz	Fresno, unincorporated
170309E1	Health Care & Social Assistance	3,500 SF	TBD	Direct	Clovis, Fresno
170310E1	Finance & Insurance	80,000 SF	TBD	Direct	Fresno
170317A1	Manufacturing	100,000 SF	180	Partner	Fresno, unincorporated
170317A2	Construction	3-10 AC	TBD	Partner	Fresno, unincorporated
CCVEDC 1707	Transportation & Warehousing	50,000 SF	80	CCVEDC	Clovis, Firebaugh, unincorporated
170320A1	Arts, Entertainment, & Recreation	50,000 SF	TBD	Direct	Clovis, Fresno
CCVEDC 1708	Transportation & Warehousing	600,000 SF	TBD	CCVEDC	TBD
CCVEDC 1709	Manufacturing	500,000 SF	TBD	CCVEDC	TBD
170321A1	Finance & Insurance				
170321A1	Health Care & Social Assistance	3,000 SF	8	Direct	Selma
170324E1	Retail Trade	10,000 SF	10	Direct	Clovis, Fresno
170324E2	Other Services	10,000 SF	TBD	Direct	Fresno
170327A1	Transportation & Warehousing	7,000 SF	TBD	Direct	Clovis, Fresno
Project Spectrum	Manufacturing	54,000 SF	92	GO-Biz	Fresno, San Joaquin, unincorporated
CCVEDC 1710	Transportation & Warehousing	15,000 SF	TBD	CCVEDC	Fresno
170328A1	Accommodation and Food Services	1,800 SF	12	Direct	Fresno
170328A2	Manufacturing	69 AC	TBD	Direct	Unincorporated
170329E1	Telemarketing Bureaus and Other Contact Centers	TBD	500	Direct	Clovis, Fresno
170330A1	Manufacturing	30,000 SF	30	Broker	TBD
170330A2	Manufacturing	TBD	TBD	Direct	TBD
170331A1	Manufacturing	10,000 SF	10	Direct	Clovis, Fresno, Reedley, Selma, unincorporated

## Q3 Site Visits

Date	Company or Client Number	Industry <sup>#</sup>	Site Requirements	Jobs	Source
1/17/2017	Takes - Finnish Funding Agency	Professional, Scientific, and Technical Services	TBD	TBD	Partner
2/1/2017	170125A2	Manufacturing	30,000 SF	50	Direct
2/22/2017	170222A1	Transportation & Warehousing	180	180	Direct
2/23/2017	170223A1	Information	75,000 SF	350	Broker
2/28/2017	170228A1	Information	40,000 SF	20	Partner
3/9/2017	170206A1	Manufacturing	5,000 SF	15	Direct
3/21/2017	170309E1	Health Care and Social Assistance	3,500 SF	180	Direct

<sup>#</sup>Industry classification is defined by the two-digit North American Industry Classification System (NAICS) code. The NAICS code system is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy.

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

## Marketing

The EDC continues to participate in trade shows/missions in partnership with the California Central Valley Economic Development Corporation (CCVEDC) and Team California to promote Fresno County and its 15 cities.

### TRADE SHOWS

**Consumer Electronics Show (CES), Las Vegas – Jan. 5 to Jan. 7, 2017**

**Meetings & Contacts: 276**

The EDC has been working with West Coast Entrepreneurial Alliance (WCE) who is representing a number of companies from Normandy, France belonging to the Information and Communications Technologies Cluster who are exploring the possibility of opening an operation in California. Lee Ann Eager attended CES on behalf of the EDC to attend the meetings scheduled by WCE. Taking advantage of this opportunity, Lee Ann also met with other companies identified as expansion targets through the Reverse Attraction work completed by EDC Analyst Sergio Hernandez.



**Winter Fancy Food Show, San Francisco – January 24, 2017**

**Meetings held: 12**

The EDC took advantage of participation in CCVEDC's Bay Area Mission by also attending the Winter Fancy Food Show in San Francisco during its final day. Established in 1954, the Winter Fancy Food Show is the largest trade show devoted exclusively to specialty foods and beverages in North America, with attendance in excess of 33,000 for the three day event. EDC staff visited the booths of the exhibiting Fresno County companies, talked with food processing companies located outside of the region, and met with the event's organizers. Not surprisingly, the research conducted through our Reverse Attraction identified that many of the companies in attendance fit well with Fresno County's existing Industry Clusters. As such, this event has become a target for EDC participation in the upcoming years.



Sierra Soups on display made by Fresno-based Sierra Foods Company



## Medical Design & Manufacturing (MD&M) and WestPack (Anaheim)

Feb. 7 to Feb. 9, 2017

**Meetings & Contacts:** 80 – MD&M  
242 – WestPack

**About:** The EDC, along with the City of Clovis participated in MD&M West, through TeamCalifornia, and WestPack, with CCVEDC in early February. Held in conjunction with four other trade shows at the Anaheim Convention Center, the combined trade shows feature over 21,000 attendees, 2,200 exhibitors, and is North America's largest annual design and manufacturing trade show. The EDC met with manufacturers in the medical device industry identified as potential expansion targets through the Reverse Attraction program as well as with companies that visited the TeamCalifornia booth. CCVEDC contacts generated at WestPack will be shared as they develop into leads that require site selection assistance.



## World Ag Expo (Tulare); Feb. 14 to Feb. 16, 2017

**Meetings & Contacts:** 87

**About:** For the first time in recent years, the EDC participated in the World Ag Expo as an exhibitor. Agricultural Manufacturing Cluster, an economic driver in the county, consists of over 5,400 companies with an economic output exceeding \$8.3 billion, making it an ideal trade show for the EDC. Our participation also allowed us the opportunity to introduce our new booth back drop with our "Growing the California Dream" slogan. The 2017 World Ag Expo featured over 1,480 exhibitors with an attendance of 105,780. EDC staff met with **68 Fresno County companies and with 19 perspective clients** and shared information about our local incentives like the New Employment Opportunities (NEO) program and the Fresno Energy Watch. EDC Staff will continue to follow-up with the contacts made with our local business as well as with the contacts made from perspective companies.

Fresno County EDC

Visit us in Booth 1084 - Pavilion A  
@WorldAgExpo #WorldAgExpo  
#fresnocounty



## ICSC Monterey – Idea Exchange: March 8<sup>th</sup> to March 9<sup>th</sup>, 2017

**Meetings held:** 20

**About:** The EDC, along with the cities of Firebaugh and Coalinga, attended ICSC's two-day trade show in Monterey, CA. The Monterey Idea Exchange featured over 70 exhibitors and allows for a more intimate setting to engage with retailers, brokers, and developers. EDC staff has been working with our rural cities to identify appropriate retailers and developers to engage with at the Monterey Idea Exchange. The relationships built at ICSC in Monterey and from San Diego earlier in the year will help facilitate more productive meetings at the upcoming ICSC RECon Convention in Las Vegas, which features nearly 40,000 attendees and over 1,200 exhibitors.

## CCVEDC BROKER EVENTS/MISSIONS:

**Bay Area Broker Mission** – January 23, 2017 to January 25, 2017

Meetings held with brokers and developers from the Bay Area, including meetings in San Francisco, San Jose, Oakland, Walnut Creek, and Pleasanton. 12 broker meetings resulted in 3 new qualified leads in excess of 500,000 SF. CCVEDC 1703, 1704, and 1705.

**SIOR Northern California Kick-off Dinner**, Silicon Valley Capital Club – February 2, 2017

50 contacts made

**SIOR Southern California Market Update**, Costa Mesa – February 9, 2017

**SIOR Southern California Amazon Tour**, San Bernardino – February 22, 2017

**Sacramento Broker Mission, Sacramento, CA – March 14, 2017**

5 broker meetings resulted in 3 new qualified client leads: CCVEDC 1707, 1708 and 1709

### **OTHER MARKETING EFFORTS**

After introducing our “Growing the California Dream” slogan last month, the EDC is pleased to introduce our new booth backdrop to complement our new slogan. The booth was designed to capture the essence of “Growing the California Dream” by illustrating the growth of our key industry clusters, while highlighting the power of the California economy and size of our region, with a color scheme that would positively stand out against other trade show exhibitors.



### **Reverse Attraction - Japan Trade Show Research**

In an effort to leverage EDC resources around other planned activities, EDC Analyst Sergio Hernandez, conducted research around possible trade shows to attend in Japan during a tentatively planned mission by our CEO in September 2017. Sergio analyzed four different trade shows occurring in September 2017 and determined that the **International Industrial Fair 2017 in Kobe, Japan** as the most cost-effective (or providing the best return on investment) trade show for the EDC to attend for business attraction outreach. Below is a summary of the methodology.

#### **Methodology**

##### **Cost-effectiveness and Market Entry Barriers**

For this analysis, cost-effectiveness refers to the trade show representing companies from industry clusters which face the lowest market-entry barriers into Fresno County. The barriers of entry are assessed under the following criteria:

- 1) Strategic Fresno County clusters (competitive advantage or ecosystem), and;
- 2) Likely market share available for new businesses.

##### **Japan as a strategic location**

Determining that Japan is a strategic location for an attraction mission.

- **Japan has the largest number of Foreign Owned Enterprises (FOEs) in Fresno County,** followed by England.
- **Japanese-owned enterprises are the second largest FOE employers in Fresno County,** following FOEs from England.

#### Trade show identification

The Japan External Trade Organization (JETRO) database was used to identify trade shows occurring during the time of the EDC's Japanese mission.

- The list of potential trade shows to attend was narrowed by focusing on those consistent with Fresno County's targeted clusters.
- The trade show assessment on targeted clusters led to four trade show options:
  - 1) Gaishoku Business Week 2017
  - 2) International Fluid Power Exhibition
  - 3) International Industrial Fair 2017
  - 4) World Smart Energy Week OSAKA 2017

#### Conclusion

The International Industrial Fair 2017 in Kobe, Japan was determined to be the most cost-effective trade show for business attraction outreach for the following reason:

- **The International Industrial Fair 2017 represents a significant number of industries within the Logistics and Distribution Cluster,** which is also the cluster with the largest foreign direct investment from Japan into Fresno County.
- **Favorable market conditions for exhibiting companies at the International Industrial Fair.** Fresno County has advantageous market conditions for new businesses in the Logistics and Distribution Cluster looking to enter Fresno County market. This means that Fresno County still has an available market share for new businesses looking to enter and compete.

## 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 Opportunity (NEO) program, or Ready 2 Hire, and identify prospective employers to hire from the pool of eligible NEO job seekers.

<b>New Employment Opportunities (NEO)</b>	<b>2016-2017</b>
YTD - New NEO Participating Businesses	27/150
YTD - Positions filled by Businesses	185/200
YTD - Job Postings	265/500
YTD - Job Fairs	1/4
YTD - Employer Training	5/4
YTD - Recruitments	0

\*Contract Start Date October 1, 2016

## Customized Training

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 training to fulfill today's workforce needs. Utilizing input from industries such as technology, truck driving, skilled welding, and trades, each training curriculum is developed to create career pathways to meet tomorrow's industry needs, help businesses grow, and put people back to work. Below is a list of customized training programs underway:

### ***Fresno Career Development Institute (FCDI)***

Pre-Apprenticeship Program. The partnership between Fresno County EDC, the Department of Social Services, and Fresno Career Development Institute moves forward a 12 week program comprised of classroom and construction based training.

Passed Northern CA Laborers Testing	9
Entered Employment	8

### ***Truck Drivers Training-- West Hills College, Coalinga***

Class A Truck Driving Class implemented in partnership between the Fresno County EDC, the DSS, West Hills College, and Lawson Rock and Oil to facilitate the training of commercial drivers.

Licensed Class A Drivers	91
Entered Employment	71
* Since inception of program	

### ***BitWise Industries, Fresno:***

The EDC, Department of Social Services and BitWise has entered into a partnership to help train the next generation of technologists through the GeekWise Academy. Classes focus on Computer/Webs Coding, training, and preparing job-seekers for a wide range of career opportunities. The EDC gathered valuable data from the 1st cohort, and the partners made adjustments for the 2nd cohort to meet the business need for entry-level coders.

GeekWise Stats Cohort (1-3)	Status
Graduated	22
Employed	14
Clients in Work Experience	1
Not employed of graduates	6

## Fresno Energy Watch

- Conducting ongoing follow-up with businesses who attended Trade Pro Workshops in Clovis and Fresno. Thus far, three businesses have been referred to Economic Development Specialist Lavell Tyler for retention and expansion services and three have initiated the process to join the Trade Professional Alliance.

- Initial planning phase of the 2017 FEW Annual Small Community event within Fresno County's District 5. Reviewing potential communities and District areas and will coordinate with the PG&E Government Relations team to decide and confirm location details.
- Participated in the Statewide Energy Efficiency Collaborative (SEEC) Forum Advisory Committee Conference Call with Julia Kim, Project Manager at the Local Government Commission in an effort to support her planning and coordination efforts for the event that will be held in Fresno on June 14<sup>th</sup> – 15<sup>th</sup> of this year.
- The Fresno Energy Watch Program has been able support Fresno County businesses achieve significant energy efficiency savings. With 96,964 KWh energy savings to date, the FEW Program will continue to provide the necessary resources for Fresno County businesses, municipalities and non-profit organizations in order to achieve their energy efficiency goals.

## Comprehensive Economic Development Strategy (CEDS)

The Economic Development Corporation (EDC) has lead the charge to update the Comprehensive Economic Development Strategy (CEDS). The update has been completed over the past year with the collaboration of county staff, cities, and various community stakeholders who were engaged throughout the year. The revised CEDS is a policy and planning document that will direct United States Department of Commerce, Economic Development Administration (EDA) funding assistance to deserving projects that are consistent with current economic development goals and objectives. This document will be presented to the Board of Supervisors on May 2, 2017.

## Global Cities Initiatives & Exchange (GCI)

### Global Cities Initiative: Foreign Direct Investment

The second leg of the Global Cities Initiative is nearing its wrap up with support from the Brookings Institute coming to a close at the end of March 2017. Key findings remain in development but are nearing their final drafts and have been provided to the Steering Committee and Core Team. A strategy session was held on Tuesday, February 21, 2017 in which the team performed brainstorming activities and discussed potential actions to develop foreign investment. Economic Development Analyst Sergio Hernandez has been evaluating data to supplement and support the interview responses. Interview responses have been difficult to obtain and the team has pivoted towards a deeper focus on statistical analysis of the current climate of foreign owned entities (FOEs).

**The main finding** in foreign investment in the Central Valley is that foreign entities are tied to services rather than goods and they fall primarily within three main clusters: agriculture, business and finance, and logistics. Small and medium size companies and mergers and acquisitions are the most common attributes among foreign owned entities. The top clusters for the region are Agriculture Manufacturing, Logistics, and Business & Financing. An interesting pattern of growth has been in the IT cluster; while it is starting to slow down at the state level, the San Joaquin Valley is experiencing growth. Information Technologies ranks in second place just behind the Health cluster in terms of growth in our region. IT startups or acquisitions may be valid investment opportunities for foreign owned companies.

### Other findings of note

Where are the leading job producing FOEs in the San Joaquin Valley headquartered?

Metro area	Jobs in the SJV
Tokyo, JP	4,705
London, U.K.	4,280
Amsterdam, NL	3,496
Paris, FR	2,675
Geneva, SUI	1,975

From 2001 to 2011, FEOs employment grew at a compound annual growth rate of **2.14 percent**, while the number of establishments grew at a compound annual growth rate of **1.71 percent**.

## High-Speed Rail

To date, the EDC has assisted **322 property** owners throughout the County of Fresno. During this quarter alone, our Business Support Specialists have assisted **89 businesses and property owners** in various ways.

### Q3 Business Assistance

Outreach



■ City ■ County

Client Status	County	City
Closed	-	34
Active/Existing	70	12
Pending Relocation	2	22
Reconfiguring	4	40
Relocated	19	119
<b>Total</b>	<b>95</b>	<b>227</b>



### SPUR Convening on High-Speed Rail Development at UC Merced

Lee Ann Eager and Will Oliver attended a convening on High-Speed Rail development hosted by the San Francisco Bay Area Planning and Urban Research Association (SPUR) at UC Merced. Attendees included "key leaders and thinkers" in the respective communities who will be host to future High-Speed Rail stations. Discussions commenced surrounding station area planning, land use and economic development, downtown revitalization, how to leverage station-oriented investment, policy tools, and barriers and challenges facing local communities. Lee Ann Eager provided background on the inception of the nation's first High-Speed Rail project, the challenges and opportunities surrounding station-area planning as well as other transportation and road infrastructure impacts and improvements. Will Oliver provided an update on the EDC's efforts to advocate for and retain impacted businesses along the alignment. The convening was valuable as it allowed an opportunity for surrounding communities to learn about the "lessons learned", scale of infrastructure investment, and ways to mitigate anticipated business hardships.

## Highlights

### Fresno County RMDZ and CalRecycle

In partnership with County of Fresno's Recycling Market Development Zone (RMDZ) administrator, Mr. Michael Greenberg, the EDC coordinated a presentation for EDC staff to provide an update about the benefits and incentives of the RMDZ program and how it can apply to our local manufacturing operations. Mr. Greenberg also introduced the two CalRecycle RMDZ representatives from Sacramento, who made the short



trip down to meet with and educate staff about other CalRecycle initiatives. In order to further market the RMDZ to local manufacturers, EDC staff will work with Mr. Greenberg and CalRecycle to connect them to our local Manufacturing Alliance and potentially exhibit at the upcoming 3rd Annual Manufacturing Summit at the Fresno Convention Center.

### Brilliant Light Power Visits Fresno

The EDC assisted MJT Technologies, a local tech company located in downtown Fresno, with coordinating a coffee Meet and Greet with Dr. Randell Mills at Bitwise South Stadium. Dr. Randell Mills was in Fresno on February 27th to speak at the Fresno State Smitcamp Honors College Colloquium. He is a Harvard and MIT trained physicist and CEO of Princeton, NJ based Brilliant Light Power, where over two decades and over \$100 million of research and development has led to the development of a prototype primary power source called the SunCell. The SunCell uses a unique hydrogen reaction to produce light, which is then converted into electricity. More importantly, a commercialized SunCell (planned for 2018) is anticipated to produce electricity at 2.5¢ to 5¢ per kWh for customers, which could mean huge savings to local industry. The EDC also assisted MJT Technologies by coordinating meetings between Brilliant Light Power and local businesses interested in learning more about the SunCell's applicability to their industry. A commercial prototype of the SunCell is slated for completion by April 2017.



### Fresno County California Competes Tax Credit Awardees

The Governor's Office of Business & Economic Development (GO-Biz) announced the proposed recipients of the California Competes Tax Credit (CCTC) from the January 2017 application period. The awards were approved during the April 13, 2017 CCTC committee meeting. We're excited to have the following companies commit to expanding in Fresno County:

Company	Project Locations	Net Increase in Full-time Jobs	Investment	Credit Awarded
Anthony G. Avila (Construction)	Fresno	5	\$490,000	\$150,000
Durham Construction Company, Inc.	Fresno	6	\$250,000	\$140,000

### **Energy Summit**

On January 18<sup>th</sup>, 2017, the EDC was proud to host its inaugural Energy Summit at BitWise South Stadium. Over 170 people were in attendance for the Energy Summit, which served as an educational platform covering both renewable and gas and oil industries. National and regional industry leaders participated in panel discussions to share insights on current developments throughout the region, industry advancements that are underway, and the potential challenges facing the energy sector.

The keynote speaker featured Alex Epstein, author of the New York Times best-selling book, "The Moral Case for Fossil Fuels". A first of its kind for Fresno County, the EDC was proud to host this event in collaboration with many public and private sector partners.



## **Fresno County Area Expansion and Retention**

### **Biodico Expansion and Addressing Workforce Needs**

Staff continues to work with Biodico to meet their expansion and hiring needs. Staff assisted the Coalinga Department of Social Services on March 22<sup>nd</sup> with an orientation program to highlight Biodico's available positions and provide additional screening of prospective NEO candidates. Biodico hosted the recruitment on March 29<sup>th</sup> at their Red Rock Ranch facility in Five Points, CA and will be hiring four candidates from the westside that met their hiring criteria. They anticipate hiring additional candidates as they continue to grow. Biodico also joined EDC staff on March 30<sup>th</sup> at the West Hills Community College Job Fair in Coalinga. Staff have met weekly with Biodico to assist with a proposed Job and Community Resource Fair to be held in the City of Huron on May 27<sup>th</sup>.

### **Brookings Institute Federal Trade Debate Conference Call**

Economic Development Specialist Tracy Tosta participated on a conference call with the Brookings Institute team to examine the federal trade debate. The teleconference included an exchange of information regarding their research priorities, activities, and federal transition insights. Other cities in attendance provided Brookings with topics that are of interest and requested support on outreach methods to complement local efforts. Topics in the discussion included: changes in federal programs, communications from metros to the federal level, and collaboration opportunities.

**FreshKO Job Recruitment** – EDC staff has been working with FreshKO, a local produce wholesaler, on several different incentives to support their expansion, including California Competes Tax Credits and the New Employment Credit. Moreover, FreshKO indicated that they needed assistance with their hiring needs. Therefore, on Wednesday, February 22<sup>nd</sup>, staff coordinated a targeted recruitment event for FreshKO to fill more than 15 positions, including truck drivers, warehouse receivers and night receivers. Thirty-nine people attended the recruitment event with 30 people passing the initial screening and being referred for further consideration. In addition to filling critical hiring needs, FreshKO will potentially receive up to 100% of the wages reimbursed for the first three months.



### **Parlier City Council Meeting—Interim City Manager Selected**

Parlier City Council held a regularly scheduled meeting on March 15<sup>th</sup>, in which Economic Development Specialist Shawna Glazner was present. During the meeting, Interim City Manager, Ron Manfredi, was sworn in. Mr. Manfredi will be working as the City Manager while assisting the City with the recruitment and training of a new City Manager. He has vast experience as a City Manager, especially in the area of economic development, and brings a wealth of knowledge to the city. Mr. Manfredi served previously as an EDC Board Member. Staff is excited to work with him to realize the City's economic development goals.

### **Rural Community Outreach**

To maintain a presence in all of the communities we serve, staff conducted several routine follow-up meetings with city staff and community leaders in the westside, including the cities of San Joaquin and Coalinga. Fresno EDC staff Jacob Villagomez and Nick Gura met with the City of San Joaquin's City Manager Elizabeth Nunez accompanied by Fresno State's Office of Community and Economic Development to discuss prospective commercial development, ongoing projects and areas where immediate assistance is needed.

Moreover, Jacob Villagomez, Mark Mimms, Jose Mora and Will Oliver met with the City Manager of Coalinga, Marissa Trejo, and the newly hired Economic Development Coordinator, Edith Sanchez to introduce Edith to the EDC and our services. We have been a vocal supporter of Coalinga's efforts invest in economic development and look forward to working with the city to help with their expansion, retention and attraction efforts among existing and prospective businesses.

### **City of Clovis Continued Coordination**

Staff continues to meet with the City of Clovis to discuss impending business attraction, expansion and retention clients and projects. Currently the City of Clovis and EDC are working with Client #170125A2, which is a recent lead provided by the EDC. They are a foreign-owned enterprise with existing facilities located in California specializing in fine medical manufacturing. Moreover, staff is assisting the City of Clovis with broker events scheduled for the spring and summer, focusing on Old Town Clovis and the Research and Technology Park.

### **Clovis Culinary Center Project Referral**

The EDC was pleased to connect Clovis Culinary Center with a highly experienced local construction company to evaluate their project and offer project management services with respect to the design, budget and construction. The EDC understands how vital this project is to our small businesses in the food processing industry and is eager to align any and all partners and resources to support Fresno County's only commercial kitchen.

### **Scelzi Enterprises Recruitment Event**

In addition to assisting Scelzi Enterprises, Inc. on their expansion plans for their new facility, staff has worked with Scelzi on identifying jobseekers that meet their hiring needs. In January, we coordinated a targeted recruitment event in conjunction with the Department of Social Services. Utilizing the NEO program, Scelzi is eligible for 100% wage reimbursement for the first three months and 75% for the remaining six months, providing significant cost savings.

### **"Project Phoenix" Initiative Foods Retention Update**

Staff continues to remain involved with Initiative Foods (IF) on their efforts to rebuild. During the month

of January, we coordinated an introductory meeting between the City of Sanger's newly elected Mayor Frank Gonzales and John and James Ypma of Initiative Foods. After helping Initiative Foods prepare and submit their Economic Development Rate (EDR) application in December, PG&E informed Initiative Foods that they will receive the EDR rate and its 30% reduction in electricity costs over the next five years. Staff is proud to have assisted Initiative Foods in this process and is optimistic that the EDR will incentivize them to retain their business in Fresno County.

On March 16<sup>th</sup>, we were pleased to support the Sanger City Council in approving a development incentive package aimed at retaining the company.

#### **Actagro Business Expansion**

Economic Development Specialists Tracy Tosta and Jacob Villagomez are working closely with Actagro in obtaining information and providing support for their March application for the California Competes Tax Credit application. Headquartered in Fresno, California and in operation since 1983, Actagro, LLC is a science based soil and plant health technology solutions company committed to high performance research. Actagro is one of the leading developers, manufacturers, researchers and promoters of plant nutrient products for the agriculture industry. Their Research and Development facility expansion in Biola will be adding approximately 15 jobs to the unincorporated Westside community. In addition, EDC staff are providing assistance with communications between Actagro and the county planning department in an effort to finalize the vacation of a small county road that splits the research facility property from the current manufacturing site.

#### **California TrusFrame Business Expansion**

The EDC has been working with Sanger business California TrusFrame (CTF) for over two years and has been assisting them with their planned expansion. As part of their expansion, CTF and the EDC has engaged the City of Sanger on reducing or eliminating several impact fees for their project. On February 3<sup>rd</sup>, representatives from CTF spoke at the Sanger City Council meeting imploring the need for a further reduction of impact fees and requirements. Economic Development Specialist Shawna Glazener was in attendance. The council took the company's request into consideration and suggested that there be subsequent meetings with city staff. Ms. Glazener facilitated such meetings and has remained in communication to ensure CTF receives the information and assistance as needed.

#### **City of Coalinga Business Retention Support:**

Economic Development Specialists Tracy Tosta and Jacob Villagomez attended several meetings in Coalinga. They provided assistance to an immigration and education company and met with the Chamber of Commerce, City Manager Marissa Trejo and attended the Coalinga City Council Meeting. Topics of discussion at the city meeting included the immediate need to provide assistance to the community in regards to the pending closure of Kmart. Staff initiated a dialogue between City Hall and the landowner/developer to ensure coordination and continuity toward identifying a successor user.

#### **Maddox Farms**

Maddox Farms and other dairy industry partners have been interested in potentially developing a dairy farmer training program as there is a lack entry level workers available. They have had a difficulty recruiting employees who are experienced and conscious of working with livestock. Economic Development Specialist Tracy Tosta has been coordinating discussions with industry partners to gain information that would be utilized in creating this unique training partnership.

### **Business Expansion Update: NanCom**

Since enrolling in the New Employment Opportunity program in early December, participating business NanCom Communication, a local call center, has hired 16 new employees through the Ready2Hire portal. To date, NanCom has saved nearly \$7,000 in wages as a result of the hiring incentive.

### **International Trade Symposium**

On Wednesday February 15, Economic Development Specialist Tracy Tosta attended the International Trade Symposium at the World Ag Expo with Esther Cuevas to learn about initial export processes, support agencies, and the growth occurring in global trade. Basic export trade questions were answered by panelists from the California Center for International Trade Development, U.S. Commercial Service, the SBA and EXIM Bank. Discussion about how to get started in exporting and the reasons behind offering credit terms were examined by the panelists. Other topics included the organization of trade missions and matchmaking events which provided valuable reassurance to many businesses in the audience as well as useful information to the EDC team. As the Global Cities Initiative project takes shape, the resources discussed at this event, such as regarding financing and incentives, can be utilized in regular business outreach efforts and relate directly to strategies in the existing Central Valley Export Plan. The information gained will enhance the growth potential for many Fresno County businesses that are looking to break into exporting.

### **Other Activities**

- 1/30/17: ED Specialist staff attended Small Business Start-Up Session in the city council chambers of Coalinga as organized by the city and the Chamber of Commerce. Both EDC representatives presented information to the group about the assistance they can receive for their start-up businesses.
- 1/30/17: Meeting with Huron Mayor Rey León to discuss a potential outreach opportunity that would serve both Biodico and the community of Huron. The mayor requested assistance in organizing a "Career, Small Business and Entrepreneurship Fair" in which partner organizations can hold a booth and clients can receive on the spot assistance and interviews. The mayor also provided a tour of the city and requested assistance in locating owners of some vacant properties.
- 2/01/17: Staff attended CALED Webinar on California Legislative Update.
- 2/09/17: Attended the Valley Business Award Lunch with EDC staff for recognition of multiple businesses in the receipt of awards for innovation and business integrity.
- 2/10/17: Meeting with Congressman Jim Costa's office regarding Actagro's California Competes Application.
- 03/01/17: Presentation of EDC Commendation Plaque to the City of Kingsburg on being selected as Top Five Cities in the nation by the Small Business Revolution web series.
- 03/03/17: EDC staff attended SBA Loan Financing Workshop.
- 03/08/17: Overview of EDC services presented at the Downtown Investment Series Workshop.
- 03/21-23/17: EDC Staff attended 37<sup>th</sup> Annual CALED Conference.
- 03/23/17: Small Business Expo held by Fresno Chamber of Commerce: EDC staff connected with over a dozen companies and have made appointments with organizations to provide assistance.
- 03/28/17: EDC staff attended State of Downtown.
- 03/30/17: Participated in the Community Forum for the Clovis Community College Master Plan. Provided input on the alignment of regional goals and will begin to foster a relationship

with Clovis Community that supports training needed by Fresno County businesses and aid in all attraction efforts.

## APPENDIX

### Item 1

## **Clients and Businesses Contacted**

### Clovis

84 Lumber  
Builders Flooring  
City of Clovis  
Clovis Culinary Center  
Comfort Suites Hotel  
Craftsman Concrete Construction  
D W Investments Inc

Fogg, Maxwell & Lonic, M.D., INC. (Expansion)  
Gilbert K. Moran, M.D. F.A.C.O.G. INC.  
Insight Consulting  
Mark's Chevron  
Renewable Electric and Integration  
Sequoia Companion Care  
Sequoia Home Health

Shenlin Garden LLC  
Sierra Relief Chiropractic  
Standards Company LLC  
The Trend Group  
Tri-Star Drywall  
Walt's Plumbing  
Western Dental

### Coalinga

Ace Hardware  
Choko Cleaning  
City of Coalinga  
Coalinga Hardware  
Gazelle Transportation, LLC

Harris Ranch Feeding Co.  
Harris Ranch Inn & Restaurant  
Kmart (Coalinga)  
Laura Lodges  
Maria's Cleaning Service

My Girlfriend's House  
SHARE Self Help  
Terry Johnson Trucking, Inc.  
West Hills Machine Shop, Inc  
West Hills Oil, Inc.

### Firebaugh

City of Firebaugh  
Perl & Sons Farms  
The Neil Jones Food Co. DBA Toma-Tek

### Fowler

Bobby Salazar's Mexican Food Products  
Borga Steel Buildings and Components Inc.

Fowler Ace Hardware  
Joey's Fine Mexican Restaurant

### Huron

City of Huron

### Kerman

98 Cents & Gift Store  
California Manufacturing  
Cal West Rain, Inc.  
City of Kerman  
City of Kerman-Senior Center

Maria's Family Cafe  
Proteus, Inc. Kerman Service Center  
The Boyd Co.  
Kerman Chamber of Commerce

### Kingsburg

City of Kingsburg  
Kingsburg ATV Repair  
Kingsburg Insurance Agency  
Sun-Maid Growers of California  
White Lily Day Spa

### Orange Cove

Polymer Ag, LLC  
Texas Burger

### Parlier

City of Parlier

### Reedley

Golden Valley Ace Hardware  
Green's Best, Inc.

### West - Rural

Actagro, LLC  
Biodico  
Linmore LED Labs, Inc.  
Maddox Farms

Pacific Gas and Electric  
PPG Industries  
The Wonderful Company

## San Joaquin

City of San Joaquin

411 Ales & Spirits  
A to Z Insurance  
Air Comfort Solutions  
AIS Market Research  
Alert O Lite  
Allied Electric Motor Svc Inc  
Baker Distributing, Inc.  
Beach Hut Deli  
Belen Sanchez Insurance Company  
Berrack Shop  
Bethel Temple CDGIC - Early Readers  
Bitwise Industries  
Biz Assure  
BlueStar Energy  
Burns & Whitaker Insurance (Fresno)  
Buttons and Bows Day Care  
Cafe Aroma Coffee House  
Cafe Corazon  
CarrollCo Inc.  
Caylym Technologies International  
Central Valley Machining Inc.  
Clear Sol Solar Panel Cleaning, Inc  
Columns For Success  
Comfort Craftsman Construction  
Comfort Med Trans Inc.  
Commercial Trade, Inc  
Cosmopolitan Deli-Grill  
Crazy Squirrel Game Store, Inc.  
Cupcakes Bakery  
Diaz Financial Services  
Doyfmeier Masonry, Inc.  
Dr. Nidhi Mehrotra, MD  
Dumont Printing  
Dynamic Coatings Incorporated  
EMIZ Automotivc, LLC  
Executive Lounge (HOPE)  
Ferguson Showroom  
Fine Print Plus

California Trus Frame  
Initiative Foods LLC

## Fresno

First Continental Mortgage / Starr Funding Inc  
Fogg, Maxwell, Lanier & Remington Eyecare  
Franciscan Mobile Estates  
Freshko Produce  
Fresno County EOC - LCC  
Fresno Economic Opportunities Commission  
Fresno Housing Authority  
Full Circle Brewing Company  
Fun Factory  
Gearhart Electric  
Good Guys Preferred Insurance  
Granville Homes  
Great American Car Wash  
Gymnastics BEAT Inc.  
HandsOn Central California  
Harris Construction Co., Inc.  
Haskins Residential Care  
Helados La Tapatia  
International Market  
JT Truck Repair  
Jay's Barbershop  
Law Office of Dede Agrava  
Law Office of Kevin G. Little  
Law Offices of Jeremy K. Lusk, Inc  
M and M Specialties  
Margaret Hudson Gallery / Earth Art Studio  
MBS Accountancy Corporation  
McMillan Consulting  
Mia Bella Foods, LLC  
MJ King Insurance Services  
NanCom  
Now Millennium Business and Family Solutions  
PACE Medical Billing and Technologies  
Pacifica Pizza W. SHAW FRESNO CA.  
Physician Network Advantage  
Pleasant Mattress Inc/Cannon Sleep Products  
Principal Financial Group  
Raw Fresno

## Sanger

Kings River Winery  
State Foods Supermarkets (Sanger)

RFMC Construction, Inc.  
RH Defense  
Rocket Dog Brats and Brew  
Rocky Mountain Chocolate Factory  
Select Training and Tutorial Institute  
Self-Help Federal Credit Union  
Sho Investments Inc. (deli delicious)  
Shalom Financial and Insurance Services  
Sidewok  
SolarQuote  
SE Fresno Child Development Center  
Spocs in the City  
Stitch Master Embroidery  
Streamline CPA  
Stumpf & Company  
Subway (First and C Street)  
Talons Landscape Inc.  
Tent City Canvas House  
The Clean Up Man  
The Painted Table Catering  
Tioga-Sequoia Brewing Company  
Tofas Mediterranean Grill  
Top Drawer  
Tower Learning Center  
Tower Sports Club  
Townsend House Facility  
Unassailable Communities of America  
United Western Industries, Inc.  
Urban Roots  
USA Garlic Machinery  
Val Print  
Valley Coffee Valley Springs  
Valley Welding and Machine Works  
Valley Wide Beverage Company  
Valparaiso Cafe  
Valverde Construction, Inc.  
Vitality Life Coaching  
West Fresno Health Care Coalition, Inc.