



County of Fresno
Quarterly Activity Report
Quarter 2
Fiscal Year 2021-2022
October 1, 2021 – December 31, 2021

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Chris Zeitz	Research Analyst

County of Fresno

Quarterly Activity Report

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

Division Mission

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

Fresno County EDC Services

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

The EDC agrees to the following services:

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

County of Fresno Economic Snapshot

Quarter 2, FY 21-22

Industrial, Office, and Retail Vacancy

In Fresno County this quarter, the industrial vacancy rate decreased from 2.8% to 2.4%, the office vacancy rate increased from 7.5% to 8.8%, and the retail vacancy rate decreased from 5.3% to 5.1%.

Q2 FY21-22	Industrial	Office	Retail
Fresno County	2.4%	8.8%	5.1%
East Side	2.5%	0.4%	2.2%
West Side	1.1%	1.3%	7.6%

Source: CoStar.com

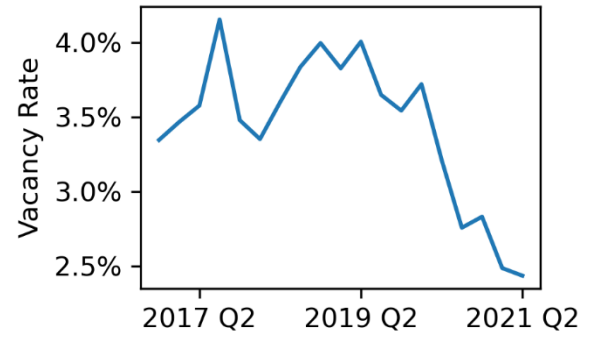
December 2021 Unemployment Rates

The unemployment rate in Fresno County was 7.0% in December 2021, down from 8.8% in September 2021. This compares to a non-seasonally adjusted unemployment rate of 5.4% for California and 3.9% for the nation during the same period.

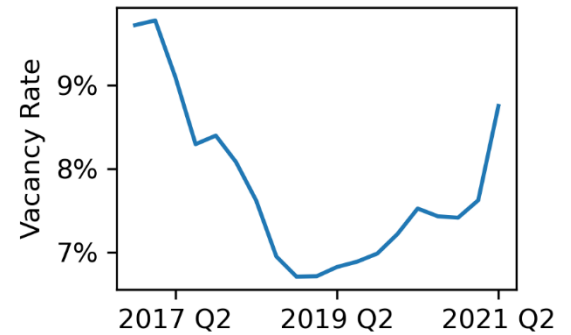
Area	Labor Force	Unemployment Rate
Fresno County	445,100	7.0%
East Side Cities	53,700	8.6%
West Side Cities	25,300	11.1%
Metro Cities	287,100	5.4%
Unincorporated	79,000	10.6%

Source: State of California Employment Development Department

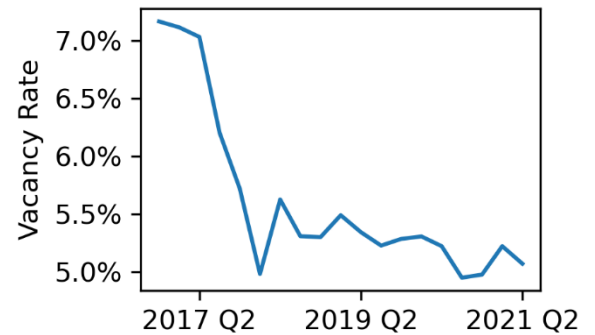
County Industrial Vacancy



County Office Vacancy



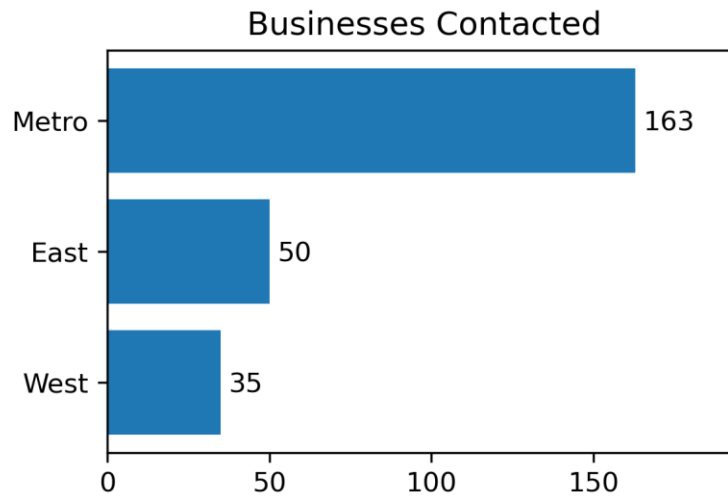
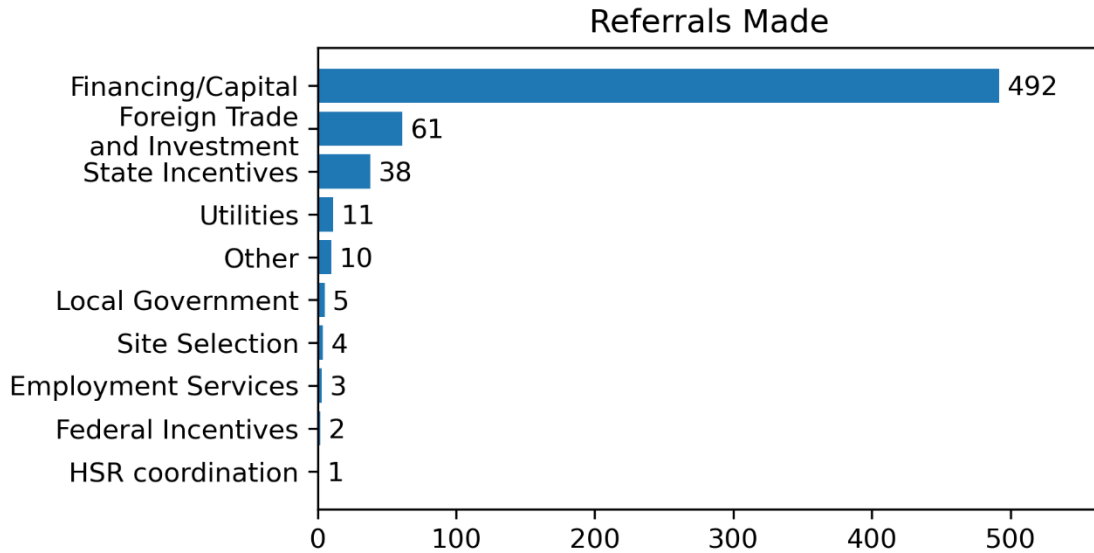
County Retail Vacancy



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:

	Q2 2021-2022
Businesses and Clients Contacted	248
Referrals	627



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

See Appendix Item 1 for sources

Business Attraction and Expansion Activity

During the second quarter, the EDC generated **7** new business leads, responded to **3** requests for information, and performed **1** site tours.

New Leads

Month	Client Number	Source	Industry	Jobs	Site Requirements	Regions
October	211004A1	Direct Lead	Industrial Gas Manufacturing	TBD	800 SF	All
	Project Philadelphia Solar	GO-Biz Lead	Heating Equipment (except Warm Air Furnaces) Manufacturing	280	200,000 sq. ft. 20.0 acres	All
November	211105A1	Local Partner Lead	Food Product Machinery Manufacturing	25	30,000 sq. ft.	All
	CCVEDC 2132	CCVEDC Lead	General Warehousing	TBD	600,000 sq. ft.	All
	211119A1	Local Partner Lead	All Other Plastics Product Manufacturing	TBD	TBD	All
December	Project Vulcan II	GO-Biz Lead	Motor Vehicle Electrical and Electronic Equipment Manufacturing	4,000	4,200,000 sq. ft. 247.0 acres	All
	Infinity Energy	Targeted	Motor Vehicle Electrical and Electronic Equipment Manufacturing	225	TBD	Metro - Fresno

Requests for Information

Month	Client Number	Source	Industry	Requirement
October	RFI211015	Direct	TBD	City of Fresno asked EDC to provide sales comps for warehouses in the downtown area.
November	RFI CCVEDC2126	CCVEDC Lead	Packaging and Labeling Services	Client was looking for information on fruit co-packers.
December	RFI - 211214	Direct Lead	Multi-Family Housing	Request for multi-family housing data in downtown Fresno and Woodward park areas

Site Visits

DATE	CLIENT NUMBER	INDUSTRY	SITE OR AREA
10/27/2021	210922A1	Laminated Plastics Plate Sheet (except Packaging) and Shape Manufacturing	Metro – Fresno

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) 2021-2022

To be completed by 9/30/2022

METRIC	Actual	Contract Goal
PARTICIPATING BUSINESSES	49	150
JOB PLACEMENTS	21	200
JOB POSTINGS	332	500
JOB FAIRS	2	4
EMPLOYER TRAINING	0	4

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.

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.

Central Valley Training Center

Pre-Apprenticeship Program. The partnership between Fresno County EDC, the City of Selma, and High-Speed Rail Authority will provide a 16-week program comprised of classroom and construction-based training.

High-Speed Rail

Since the program inception in 2013, the EDC has assisted 331 property owners throughout the City and County of Fresno. During this quarter our Business Development Specialist assisted 4 businesses and property owners, making contact 17 times.

Client Status

Relocated	143
Reconfiguring	41
Relocation Pending	9
Closed	38
Existing	100
Total	331

County Industrial Park

The EDC has been tapped by Fresno County to assist with the evaluation of the Business and Industrial Campus to be potentially located southeast of City of Fresno sphere of influence (SOI) limits and north of City of Fowler SOI limits. In the second quarter, the EDC held stakeholder meetings with three property owners, three municipal entities, one independent district, and one industry group. The EDC is in the process of reaching out to Section 3 property owners. The EDC will continue to reach out to relevant parties to understand the feasibility and viability of the proposed Business and Industrial Campus.

Highlights

South Central Fresno Planning Pop-Up Fair | City of Fresno

EDC Staff attended the Pop-up fair inviting the surrounding neighbors to learn about the South Central Fresno Community Benefit Fund and other projects in the area. This event provided a great opportunity for EDC staff to engage with the community and business owners in the area.

Amazon Job Canvassing | City of Fresno

EDC Staff canvassed a large area near the new Amazon facility to educate the local community about job opportunities at Amazon's new distribution center. The EDC partnered with Amazon to help spread the word with boots on the ground about the positions soon to come in the local area. Staff handed out flyers and received contact information from various candidates to prepare them for a career in Amazon. The EDC will be assisting candidates with interview help, resume writing and application assistance.

Sierra Vista Job Fair | City of Clovis

The EDC attended a job fair at the Sierra Vista mall (KMJ job fair). Staff engaged more than ten businesses for NEO and provided information about the other services the EDC has to offer. Two Economic Development Specialists attended the job fair on different days. The staff also handed out the EDC's annual event packets and information flyers.

Valley Made Manufacturing Summit | All

EDC Staff attended the Valley Made Manufacturing Summit hosted by the San Joaquin Valley Manufacturing Alliance and met many local manufacturers, educators, and trainers.

Washington DC Lobbying Trip | All

From October 26 – 29, Vice President of Business Services Will Oliver traveled to Washington DC to join a local delegation to advocate for Economic Development Administration grant funding. The delegation included Fresno State University President Raul Jimenez-Sandoval, UC Merced Chancellor Juan Munoz, California's Director of the California Office of the Small Business Advocate Tara Lynn Gray, Central Valley Community Foundation (CVCF) President/CEO Ashley Swearengin, CVCF Director of External Affairs Sarah Moffat and CVCF Grants and Contracts Director Karen Aceves. The purpose of the trip was to inform federal officials about Fresno County's impending Build Back Better and Good Jobs Challenge grant applications. Both applications are centered on local initiatives that were spearheaded during the 2019 DRIVE Initiative, including the Future of Food Innovation Corridor Initiative, Upskilling and Fresno's Impact Economy (previously Second Office). If awarded, over \$115 million could be made available to Central Valley projects to support agricultural technology commercialization, small business financing, just transition post-secondary education, and workforce development. The delegation met with SBA

Secretary Isabel Guzman, Assistant Secretary of Commerce for Economic Development Alejandra Castillo, Deputy Assistant Secretary and Chief Operating Officer Dennis Alvord, President Biden's Special Assistant for Housing and Urban Policy Erika Poethig, USDA Undersecretary Jennifer Lester Moffitt, U.S. Senator Feinstein's Chief of Staff David Grannis, Congressman Jim Costa, Congressman David Valadao and Urban Institute President Sarah Rosen Wartell. Phase 1 of the Build Back Better Regional Challenge grant was submitted in October and the Good Jobs Challenge grant will be submitted in January 2022.

California Venue Grant Program | Fresno County

EDC staff conducted outreach calls to venues in Fresno County to relay information about the grant that may be available to them. Using data from the SBA's Shuttered Venue Operators Grant (SVOG) recipients, contacts from city leaders, and an internal search, we reached out to twenty-six businesses. Out of the twenty-six, four were not eligible and three had already submitted applications. The remaining nineteen businesses found out about the CA Venues Grant Program through Fresno EDC and will be submitting applications before the 12/7/21 deadline. EDC staff will follow-up at the end of December to get an update of their application status and promote additional services Fresno EDC has to offer.

Business Outreach | East Side

EDC staff assisted businesses in Sanger, Selma and Reedley with COVID 19 business resources. Programs discussed were the CA Rebuilding fund, PPP forgiveness and EIDL Targeted Advance. A business in Sanger received the PPP loan and applied for the forgiveness portion of the loan and was awarded a portion of the loan to be forgiven.

Job Fair | City of Fresno

EDC staff attended a job fair at the Mary Ella Brown Community Center hosted by the City of Fresno. Staff contacted six businesses for NEO and other services the EDC has to offer. EDC staff followed-up with some existing NEO participants as well.

Kemp BBQ | Clovis

Dom and Claire came to Fresno EDC looking for assistance relocating their BBQ restaurant from Gustine to Fresno or Clovis. EDC staff ran a search of locations in the areas that they showed interest in and set up site tours with six possible locations. Dom and Claire showed interest in one in particular but after waiting for a couple months they were not able to secure the location. Resilient in their search, a location was found in Clovis at 2220 Herndon Ave #102, Clovis, CA 93611 (formerly known as Cravings). They were able to gather all the required documentation and prepped the location in a month and held a soft opening on 12/28/21. EDC staff helped put together a job posting to find part-time employees to assist on opening day. When asked how Fresno EDC helped, Claire stated, "Fresno EDC was amazing! They have always been available to help answer any questions. Overall, just super helpful." Once they have their restaurant dialed in they plan to advertise and have a grand opening.

Picture below is of Dom and Claire (from left to right) with their first employee on opening day.



California Rebuilding Loan Fund | City of Fresno

Uni Kim is an independent contractor that has a small business at La Vogue in Tower District. Uni has been losing clients due to the pandemic and was looking for a loan to help her business stay afloat. EDC Staff connected her to Ernesto Ramirez at Access+ Capital on October 25th. On December 21st EDC staff received an email from Ernesto Ramirez, “just wanted to let you know we were able to help Mrs. Kim with a loan and she’s expecting funds for Christmas. Thanks for the referral.”

California Competes Tax Credit | Fresno County

EDC Staff conducted outreach for the upcoming application period starting January 3, 2022 through January 24, 2022. Information was sent to possible qualified businesses as well as an invitation to the Clovis Chamber of Commerce Morning Mixer that hosted speakers from Governor’s Office of Business and Economic Development (GO-Biz). EDC Staff help coordinate the collaboration along with the outreach to local businesses.

Other Activities

October

BEA – FDI and US Economy Webinar

ABLC- Bio economy and Sustainability Webinar

BEA’s got Your Number: Activities of U.S. Affiliates of Foreign Multinational Enterprises Webinar

Plug Symposium 2021: Here Comes Green Hydrogen Webinar

Valley to Wadi: Israel’s Economic Ties with California Webinar

California Energy Commission: Pre-Solicitation Workshop for Zero-Emission Vehicles and Zero-Emission Vehicle Related Manufacturing Webinar

November

GFO-21-602 – IDEAL ZEV Workforce Pilot Webinar

Federal Infrastructure funds for Broadband Webinar

December

Supporting the Dairy Supply Chain Webinar

CoStar 2022 Predictions Webinar
American Dairy Coalition Webinar
California Competes Tax Credit Webinar
Fireside Chat with Lt. Governor of California Ambassador Eleni Kounalakis Webinar

APPENDIX

Item 1

Clients and Businesses Contacted

Five Cities JPA

Fowler

A plus carpet cleaning
Anna's Restaurant
Bee Sweet Citrus, Inc.

Bobby Salazar's Mexican
Food Products

Chic Kandarian Agri
Enterprises Inc
Idance Co.

Kingsburg

Banner Pest control
City of Kingsburg

Kingsburg Historical Park
Tuscan Gardens

Victorian Gardens of Two
Sisters.

Orange Cove

AC Market
Almost New

Carmen's Boutique
City of Orange Cove

Parlier

Angel Fence Company
Astounding Construction
B & E Recycling

Barrios Transfer
Be Restaurant Artega
Cal West Packing

Mark Forrest trucking.

Reedley

Active Towing
Bravante Produce
City of Reedley

El Pueblo Market
Glamour Beauty Salon Hair
and Nails

Ron's Cabinets
Valentino's Pizzeria
Willie's Cafe

Sanger

ADCO Manufacturing
Academy Hardware
Adriana Cuts
Alecs Treasures Clothing

B & H Farms
City of Sanger
Jasmine's Beauty Salon
Teaze Hair Studio

Valley Pizza Guys, Inc.
Zatari Income Tax Service

Selma

Bethel Lutheran Home
Bomb Tacos and Beer
City of Selma

Holiday Inn Express
Maggie's Beauty Salon
Portuguese Hall of Selma

The Selma Art Center

East Side Rural/Unincorporated

Aweta Americas, Inc.

Barboza Barber Academy

Nicholas Medeiros, CPA. PC.

Metro

Clovis

A Mind Above, A
Professional Psychology
Corporation
AMA Management, Inc.
Accounting America
Anlin Industries
Auto Accessories of Clovis
California Builder Services
Central Valley Window
Cleaning
City of Clovis
Clovis Auto Shop
Clovis Bicycle Company
Clovis Chamber of
Commerce

Colorado Grill Clovis, Inc.
Debra L Winegarden, PhD
DBA Achievements
Unlimited
Elite Team Offices, Inc
High Performance Academy,
LLC
IDLS Sierra Avenue, LLC dba
Magnolia Crossing, LLC
J I.T Outsource
Kemp BBQ
Mayweather Boxing +
Fitness Clovis
Michael Angelo Custom
Painting Inc

MixMed Compounding
Pharmacy
Niacc-Avitech Technologies,
Inc.
Outdoor Environment -
Underground Boring
Systems, Inc.
Raising Canes
Roll Me Some, Inc. DBA Roll
Me Some Ice
Sequoia Home Health
Snowflake Designs
Wawona Frozen Foods

Fresno

ADVANCED METAL WORKS
INC.
AM Properties
ARC Fresno
Advanced Pain Solutions
Advantage Medical
Solutions, Inc. dba Preferred
Medical Solutions
Aladdin Food Products Inc
Aladdin's Carpet Inc. dba
ServiceMaster Advanced
Alert-O-Lite
All Certified Plumbing
Alliance for California
Traditional Arts
AmeriGuard Security
American Grape Harvesters
American Press, Inc
Amir Sadaghiani DBA Activ
Meals
Anderson Landscape
Aquatic Pool Service &
Repair
Asset Wealth Advisors
Attentive Senior Care II, LLC
Audio Concepts
Azteca Theater
B&B Transport Inc
BK Pharmacy
Bajas Auto Sales
Balanced Comfort LLC
Baljeet Sidhu, MD

Baloian Farms
Best Equipment & Supplies
Co.
Bhatia Dental Corporation
dba Milburn Dental
Brad Jarique Promotions
CCIS Insurance
Cabinet Connection
Caglia Environmental
Cali Fitness
Cencal Wingstop LLC
Central Valley Machining
Inc.
Christian Therapist On
Demand
City of Fresno
Clark Family Residential dba
Clark House
Commercial Neon Inc.
Communities for Living
Community Pulmonary
Associates
D.V. Kap, Inc. dba Canaan
Company
DD's Bakery, Inc. dba DD's
Bakery
DHL Tools SignMax
DON WHIPPLE
INVESTMENTS, INC.
Diaz Financial Services, Inc
Dr. Nidhi Mehrotra, MD
EDIT LLC

Envision Unlimited LLC. dba
Repeat Performance
Consignment Superstore
Eurofins DQCI, LLC
Extreme Communications
Family First Pharmacy
Family Is Why, LLC
Famous Ray's Deli
Fig & Honey, LLC
First Continental Mortgage /
Starr Funding Inc
First Health Medical Center
First Pediatrics Medical
Group
Fresno Area Community
Enterprises
Fresno Arts Council
Fresno Medical Center Inc.
Fresno PACE For Seniors
Frontier Fastener
Fulton 55, LLC
Helados La Tapatia
Holland Park West
Hummus Republic
Ideal Care Centers, Inc.
Inspiration Cruises & Tours,
Inc.
Inspire model and talent
Training
JLS Global Metro Security
JPL

Jagdeep Singh Insurance Agency Inc.
Jalhayyan Enterprise Inc, DBA Koko's Deli
KYJO Enterprises Group Home
Katch Environmental
Keiser Sport Health Equipment
Kerb Appeal
La Tapatia Tortilleria, Inc.
La Vogue Beauty Shoppe - Tower
Las Mananitas
Lu Kitchen & Bath Inc. DBA
Lu Granite & Cabinet Inc.
Made for Them
Matsubara Landscape Maintenance
Mcwealth Care Inc
Mia Bella Foods, LLC
Miller Clark Landscape & Nursery Company, A California Corporation
Mini Dumpster of Fresno
Mint
Mission Foods
Moravia Wines & Event Venue
Moto Deli
Mr Rooter Plumbing

Metro Unincorporated

Pioneer Drug Store

Nations Roof West, LLC.
Nicholas Orme Family Medicine
OK Produce
Oro Financial of Ca, Inc
PB Loader Corporation
PNM Company
Pallotta Enterprises, Inc.
DBA Edible Arrangements, Inc. - Store #920
Palo Verde
Papa Murphy's Pizza
Param Foggora dba Clear
Vision Medical Center
RH Community Builders LP
Rocky Mountain Chocolate Factory
SMS Services Inc.
Scrimco Inc.
Serenity Group Homes
Sha Investments Inc. (deli delicious)
Sierra Business Services, Inc.
Singh Ahluwalia LLC dba
Singh Ahluwalia Immigration Law Firm
Stitch Master Embroidery
Student Nest
Suds Auto Spa
Tatum Management Group, LLC

Tri-F Consolidators Inc.Vitro

Tempest Technology Corporation
The Brownie Baker, Inc
The Discovery Center
The Light-House
Tower Blendz
Tower Theatre
United Way of Fresno and Madera Counties
Universal Meditech Inc.
Universal Metal Solutions, LLC
VDS Peltola Inc. dba Valley Document Solution
VIPL Global Inc DBA Central Valley Auto Glass
Valley Adult Day Health Care
Vigilant Private Security, Inc.
Virender Singh DBA Curry Pizza Company
Warnors Center for the Performing Arts
West Fresno Health Care Coalition, Inc. dba West Fresno Family Resource Center
Yard House Restaurants
Z Blinds
Contemplate cafe bitwise

West Side

Coalinga

American Uniforms
Bement's Auto Body
Blue Collar
C Town Smoke Shop

City of Coalinga
Coalinga Hardware
Reel Time Entertainment
Sequoia Packing Company

The Pit Stop
The Write Spot

Firebaugh

Agri-Valley Irrigation, Inc. (Firebaugh)
Buster Enterprises dba
Firebaugh Pizza

Buttonwillow Warehouse Company - Firebaugh
City of Firebaugh

Firebaugh Family Health Center
HIGH DESERT AG INC
Hiller Aircraft

Huron

City of Huron
The LEAP institute

Kerman

Anthony's Laser Leveling
City of Kerman

KAMM AVENUE
PROCESSING PLANT (KAPP)

MJ Avila Company
Reno's Place Bar and Grill

Mendota

City of Mendota
El Oasis Event Hall

Gonzalez Hall and
Promotions

Mendota Family Medical
Center

San Joaquin

City of San Joaquin

West Hills Oil

West Side Rural/Unincorporated

Genesis Master of Events
Los Gatos Tomato Products,
LLC

True Organic Products, Inc.
Westland Auto Sales

Westside Farmers Co-Op Gin
Inc