



Fresno County
EDC

Growing the California Dream

County of Fresno

Quarterly Activity Report

Quarter 1

Fiscal Year 2019-2020

July 1, 2019 – September 30, 2019

Lee Ann Eager	President/CEO
Sherry Neil	Chief Operating Officer
Paul Thorn	Controller
Andrea Reyes	VP of Business Development
Will Oliver	Director of Business Services
Jenna Lukens	Contracts Manager
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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 premier location for business prosperity.

Fresno County EDC Services

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

The EDC agrees to the following services:

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

County of Fresno Economic Snapshot

Quarter 1, FY 19-20

Industrial, Office, and Retail Vacancy

In Fresno County this quarter, the industrial vacancy rate decreased from 3.9% to 3.8%, the office vacancy rate remained the same at 6.7% and the retail vacancy rate increased from 5.6% to 5.7%.

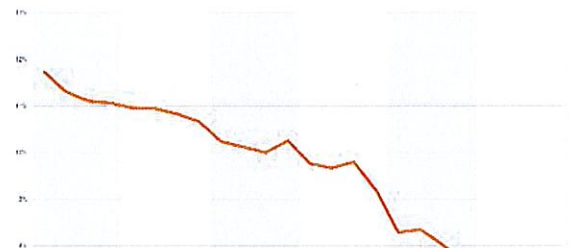
Q1 FY19-20	Industrial	Office	Retail
Fresno County	3.8%	6.7%	5.7%
East Side	3.3%	0.3%	2.6%
West Side	0.4%	3.5%	3.8%

Source: CoStar.com

Vacancy Rate – Industrial



Vacancy Rate – Office



Vacancy Rate – Retail



September 2019 Unemployment Rates

The unemployment rate in Fresno County was 6.6 percent in September 2019, down from a revised 7.2 percent in July 2019, and below the year-ago estimate of 6.7 percent. This compares with an unadjusted unemployment rate of 4.2 percent for California and 3.8 percent for the nation during the same period.

Area	Labor Force	Unemployment Rate
Fresno County	454,800	6.6%
East Side Cities	43,700	7.8%
West Side Cities	26,500	8.8%
Metro Cities	293,700	5.4%
Unincorporated	90,300	7.2%

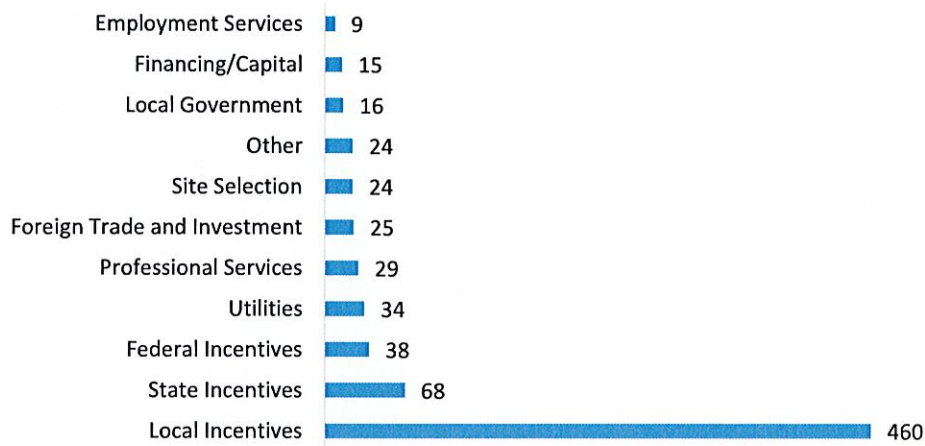
Source: State of California Employment Development Department

Business Retention and Expansion Outreach

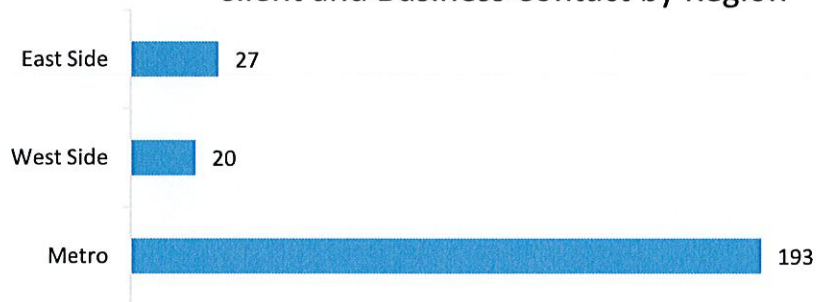
Stemming from direct outreach, workshops, one-on-one meetings, and marketing efforts, the areas of interest and number of referrals generated are reflected below:

	Q1 2019 -2020
Businesses and Clients Contacted	240
Referrals	742

Referral by Service Type



Client and Business Contact by Region



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

See Appendix Item 1 for sources

Business Attraction and Expansion Activity

During the first quarter, the EDC generated **12** new business leads.

New Qualified Leads

	Client Number	Source	Industry	Site Requirement	Jobs	Regions
July	190726A1	Direct Lead	Hotels and Motels	2 Acres	TBD	Reedley; Fresno; Metro - Unincorporated
	190618A1 - Huron Cold Storage	Direct Lead	Refrigerated Warehousing and Storage	TBD	TBD	Westside- Unincorporated
August	Project KP	GO-Biz	Advanced Manufacturing	180 Acres / 860,000SF	2,093	East- Selma; West-Unincorporated; East-Unincorporated
	Project CBR	GO-Biz	Biorefinery	30 Acres; 200,000SF	18	Metro-Fresno; East- Orange Cove; West- San Joaquin; East- Unincorporated
	190816A1	Partner Lead	Agricultural	TBD	TBD	West- Kerman
	190815A1	Partner Lead	Petroleum Products Merchant Wholesalers	20 Acres	6	West- Kerman
	190814A1	Direct	Transportation and Warehousing	30 Acres	TBD	Metro- Fresno; Sanger; West-Unincorporated
	190813A1	Direct	Multifamily Investor	25-50 Units	TBD	Metro- Fresno; Metro- Clovis
September	CCVEDC 1935	CCVEDC	Merchant Wholesaler	10 Acres / 135,000 SF	125	Metro-Fresno, East-Reedley
	190905A1	Direct	Manufacturing Rubber Products	TBD	TBD	Metro-Clovis
	190925A1	Direct	Museums	30,000 SF	TBD	Metro-Fresno, West-Unincorporated, East-Unincorporated
	190921A1	Direct	Rice Milling	TBD	TBD	TBD

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

Q1 Site Visits

Date	Client Number	Industry	Sites or Area
7/17/2019	170720A1	Traveler Accommodation	Reedley
7/22/2019	Project Restalk	Plastics and Resin Manufacturing	Fresno; Selma
8/1/2019	190801A1	Research and Experimental Development	City of Fresno
8/20/2019	190207A1	Bioenergy	Fresno; Clovis
8/22/2019	19060581	Food Processing	West- Unincorporated

Marketing

ICSC Western Conference & Deal Making

September 16-18, 2019

Los Angeles Convention Center, Los Angeles, CA

The International Council of Shopping Center's Western Conference & Deal Making was held at the Los Angeles Convention Center from September 16-18, 2019. The event drew over 3,200 advanced registrations and 274 exhibitors. Professionals from all aspects of the retail industry gathered to network, make deals and learn from accomplished experts and thought leaders. The cities of Firebaugh and Sanger participated in this event.

The EDC began preparation in August 2019 by notifying all Cities of the EDC's participation in the event and securing exhibiting space at ICSC's Deal Making. The EDC emailed **78** retailers to identify those interested in expanding/opening in Fresno County and coordinated meetings between attending cities and retailers/brokers.

The EDC booth attracted over **100** unique visitors with **45** of those leaving their business card as part of the wine giveaway. The EDC had **6** pre-booked meetings and received **23** contacts during the deal-making portion of the event.

Despite this year's lower attendee numbers (as compared to last year), the EDC met its event participation objectives. Additionally, the EDC's investment in marketing material and exhibiting at the event was well received by the participating Cities and retail stakeholders.

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) 2018-2019*	Actual	Contract Goal
Participating Businesses	192	150
Job Placements	358	200
Job Postings	674	500
Job Fairs	12	4
Employer Training	8	4

*Contract Dates: October 1, 2018 – September 30, 2019

Customized Workforce Trainings

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

Valley Apprenticeship Connections

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

Aug 2016 – Current Cohorts 1 – 11 Status	
Completed	106
Retained Employment	85
Retention Rate	80%

Cohort #11 8/12 – 11/1

Truck Driving

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

Feb 2015 – Current Cohort 1 – 33 Status	
Obtained CDL	222
CDL – Left County	-16
Entered employment	176
Placement Rate	85%

Cohort 33 7/22-9/23

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 8 businesses and property owners, making contact 18 times.

Client Status

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

Open Requests for Property

Client #	Industry	Space Needed	Ownership	Preferred Relocation
351	Logistics	3,000 - 5,000 sf	Lease	South Fresno Ind. Mrkt.

Highlights

EDA meeting and Opportunity Analysis Update

In September 2019, the EDC concluded and presented on the Opportunity Analysis. Sponsored by Fresno County Chairman Nathan Magsig, Supervisor Buddy Mendes, and Supervisor Brian Pacheco, the Opportunity Analysis represented an unprecedented effort focused on our small cities and rural communities in realizing their economic development goals. The project received many contributions in helping shape the report, including County of Fresno staff, local city leaders, community members, and real estate and industry representatives in providing valuable insights to help guide this project.

In summary, throughout the year-long process, the Opportunity Analysis carried out the following:

- Conducted an inventory of the unique assets and strengths from our small communities through the lens of a corporate site selector and economic development experts in helping shape the value proposition and possibilities for each community;
- Evaluated 18 prospective catalytic sites that can support future job generators through direct input from the cities and communities represented in this study;
- Began to identify next steps to prepare properties for development; and
- Keyser Marston conducted an order of magnitude financial analysis that looks at new infrastructure financing tools available to cities and counties to make way for project investments.

Following the conclusion of the analysis, EDC staff coordinated meetings with Wil Marshall of the U.S. Economic Development Administration to discuss Opportunity Analysis projects and additional city needs potentially eligible for EDA funding. The feedback gathered at this meeting in addition to the findings of the Opportunity Analysis, will prepare an update to the Comprehensive Economic Development Strategy, which serves as a planning document and precursor to EDA funding opportunities.

China Trade & Investment Network

EDC staff has begun interacting with the China Trade Investment Network (CTIN) as reinstated by Bud Colligan, the Senior Advisor for International Trade and Investment, with the California's Office of Business and Economic Development (Go-Biz). This partnership of agencies across the state aims to support businesses looking to locate in California from China and also support exporting activity to China. Currently, the EDC has three Chinese businesses receiving support in their potential expansion into Fresno County. The EDC is planning a trip to China to develop the network partnership and provide local information to interested parties.

Cen Cal District Export Council and World Ag Expo Collaboration

EDC staff has been meeting with the Central California District Export Council and the International Agri-Center event staff to support international programming. Under the umbrella of the Global Cities Initiative strategies and in conjunction with the Export Council, assistance will be provided in the months leading up to the World Ag Expo, such as providing coordination for the international business matchmaking session to be held on the first day of the Tulare World Ag Expo. The EDC is going to promote the event through direct business outreach and partner support. This will allow the organization to track international business leads from the event and have additional impact on increasing Exports for the Central Valley and Fresno County. Two international client businesses will be attending as exhibitors. One of those, Manda Fermentation, learned about the event and secured their exhibit space based on the information provided by EDC staff.

Gazarian Bus Tour

EDC staff attended and presented at the Tri-City Real Estate Tour of Clovis, Fresno, and Madera hosted by Fresno State's Gazarian Real Estate Center. The guided tour took real estate brokers and industry stakeholders involved in the industry on a chartered bus to Ulta Beauty's newly-built distribution center in Fresno, the Tesoro Viejo and Riverstone housing and business developments in Madera County, along with a look at the major expansion underway at Clovis Community Medical Center and two multi-use projects in the city. A reception at the Fresno State Winery followed the tour, where participants had the opportunity to network after learning more about the area.

California Food Expo

EDC staff joined City of Fresno staff and over 1,200 public attendees at the inaugural California Food Expo, formerly known as the Fresno Food Expo. Staff attended in support of the city's outreach efforts. The Expo connected 130 California-based food and beverage companies with over 650 pre-qualified local, national and international food buyers at this year's food industry trade event. The EDC team split time between manning the City of Fresno booth and engaging and connecting with exhibitors. EDC Staff made numerous promising connections and will be following up on those leads.

American Farm Rubber

This Chinese based company was connected to the EDC through a local consultant requesting meetings for the business with local governments. The EDC arranged meetings with Fresno FTZ, the City of Clovis, and the City of Fresno. In addition to providing general incentive information the business was pleased to learn about the services of our foreign trade zone operator in more detail. Several paths for cost savings were noted and the company will be signing an office lease for their initial investment into the Central Valley. Future phased expansions include two manufacturing sites with a potential total of 150 new jobs between Fresno and Clovis. A long time Tulare World Ag Expo exhibitor, American Farm Rubber will be supported at the World Ag Expo by EDC staff in 2020.

Herzog Brothers Electric

EDC staff met with the COO, Dustin Herzog, to assist him in growing his new business. Staff provided the business with technical assistance for the Work Opportunity Tax Credit, CalSavers, and Human Resources Hotline. Staff also connected the business with PG&E to become a member of their Trade Professional Alliance Program. The business will also be signing up for the New Employment Opportunities Program and is excited to be connected with the students going through the Valley Apprenticeship Connections Program. Staff will continue to offer support to the business as they grow, such as with gaining certification as a veteran owned business, government contracting, site selection, and the California Competes Tax Credit. Dustin Herzog has also accepted the EDC's request to lead the flag salute at the EDC's annual event.

City of Reedley and EDC Meeting

EDC staff met with the City Manager, Nicole Zieba, and the Assistant City Manager, Paul Melikian. Staff discussed current and planned activities within the City of Reedley and requested the City's direction on coordinated business outreach as well. Staff also followed-up on the City's interests for ICSC Western Conference & Deal Making and any projects the City has underway.

City of Fresno Compatibility Study

EDC staff attended sessions of the City of Fresno's Community Study on the types of land use interfaces available to aid in mutual benefits for future industrial facilities and existing residential areas. Held at six

locations throughout the city, the sessions educated the community on how industrial and residential neighborhoods are planned and regulated. Members of the business, government, and residential community shared thoughts on what kinds of mitigating solutions would work best for Fresno communities without adversely affecting city growth and economic development.

Advanced Institute for Economic Development

EDC staff attended the inaugural class of the Advanced Institute for Economic Development, hosted by the California Association for Local Economic Developers (CALED), California Academy and CSU-Fresno. The course builds upon the Introduction to Economic Development certificate program and will allow EDC staff to receive an Accredited California Economic Developer (ACE) Certification. The topics studied include: Economic Development Strategic Planning, Business Retention and Expansion, Real Estate Development and Reuse, Navigating the Regulatory Environment & Entitlement Process in California, and Economic Development Finance. Additionally, staff was able to network with 30 other economic development professionals and learn about some of their best practices.

Chinatown Fresno Foundation Board and Community Meetings

EDC staff attended the board meeting and community meeting celebration of the relocation of their office to 912 F Street. This site is also home to many historical items and artwork for Chinatown's rich and diverse heritage. As a redlined community, Chinatown housed around nine minority groups and the Foundation plans to have rotating displays to educate the community and celebrate each culture independently. County Supervisor Sal Quintero bestowed a memento he had kept from the relocation of Central Fish Market to the Foundation's Board Chair Morgan Doizaki. Press were present to interview Jan Minami and Mr. Doizaki. EDC staff is proud to serve on the Chinatown Fresno Foundation Board of Directors, and continues to deepen relationships with the community in an effort to provide guidance to the local business community as they move through HSR related street closures that continue to affect their businesses.

Made for Them Strategic Meeting and Site Update

Made for Them, a non-profit serving survivors of human trafficking will be expanding into a new location on Fulton Street between Downtown and Tower District within the next few months. They are in the final step of securing a good faith deposit on the lease-to-own property. EDC coordinated a meeting with DSS Work Ex and Fresno Police Department to provide program updates to map out workforce programs synergies. They will use Work Ex and NEO when applicable to support their efforts in developing the survivors' workplace readiness and transition into self-sustaining employment. The organization also requested an energy assessment for the 10,000 square foot building.

Manda Fermentation in Sacramento

Staff coordinated and attended a meeting between Manda Fermentation and the Governor's Office of Business and Economic Development (GoBiz). The purpose was to introduce Manda to the Governor's international business team and receive technical assistance in registering its agriculture product in California. GoBiz will continue to provide support with regulatory matters along with importing and investment in California.

Trade Professional Alliance Program Workshop

The Fresno Energy Watch Program, in partnership with the City of Selma and PG&E conducted the first Trade Pro workshop on July 26, 2019 at the Selma City Hall. The workshop gathered eight contractors from five different companies who learned about the benefits of becoming a Trade Pro with PG&E. The one-hour event provided an overview of the program benefits, services and also allowed an opportunity

for the attendees to network and explore expansion opportunities through program involvement. Five additional referrals were submitted to PG&E Regional Trade Pro Manager who is following up with attending contractors to assist on program enrollment.

Municipal Energy Tune Up Program Meeting

Working directly with the Municipal Energy Tune Up (METU) program, Fresno Energy Watch was able to facilitate a meeting with the City of San Joaquin on July 1, 2019. The purpose of the meeting was to discuss the municipality's energy efficiency needs, challenges and projects at hand. The METU program manager joined the conversation and was able to discuss available program services and resources applicable to the municipality's needs. The meeting served as a platform for the METU program to reconnect with the municipality and both parties are already working together to solve current energy efficiency dilemmas within the San Joaquin municipality. EDC Staff will continue working with the municipality and the METU program to ensure appropriate support is provided if requested by any of the partners.

KLS Design Inc. Expansion in Downtown Fresno

KLS Design, moved into new location and hired their first NEO client. Obtaining a new lease at the Peerless building downtown, this company began as a hobby for Alexandra Register through online sales on Etsy. The company grew quickly from a solopreneur participating in the gig-economy to a thriving lifestyle brand over the last five years through strong online marketing strategies. The EDC staff assisted with connections to local CDFI funding sources in addition to the NEO program and site selection support. The business had already been in communication with the property leasing staff but was encouraged by the EDC to reach out to real estate professionals within their network to gather information on lease negotiation. The expansion/relocation added approximately 1,000 square feet of space to their operation. With confidence and support, the business will be able to add 2-3 more positions and develop the retail portion of their new site. Ongoing support will include further workforce development opportunities, connection to various tax incentives and any needs that arise in creating a nonprofit sister company that will focus on female entrepreneurship development in their second phase of expansion.

The Fresno Center

Through a Workforce Development Board workshop EDC staff came in contact with one of the D.R.I.V.E. initiative partners that focuses on minority and immigrant client support. Serving a large Hmong population, the Fresno Center recently expanded its behavioral health services with a new clinic adjacent to their office on Kings Canyon. Lang Fang MA, LCSW discussed with an EDC staff member the barriers to employment for her clients as well as possible collaborative solutions such as community child care business development, micro-entrepreneurship, and employment barrier elimination. As a part of developing inclusive economic development strategies the Fresno Center is possibly positioned to be a key partner for the EDC to support the equity for minority and immigrant residents of Fresno County.

ALL Fitness

The business owner reached out to the EDC to obtain assistance with their expansion. The business is currently providing services under a separate business and is looking to expand into their own space. The business is currently in negotiations to lease roughly 1,200 square feet of space to be able to offer services to an underserved segment of the population. EDC staff has assisted the business with site selection, arranging site tours, and connecting the business with Retail California. EDC staff also connected the owner with the Small Business Development Center for assistance with finalizing the

business plan and will connect the business to different lenders to acquire financing for tenant upgrades and equipment.

Salty Pickle

EDC staff were first introduced to the business owners in November of 2018, through the City of Coalinga staff and have since been working with the business to launch operations. The owners have opened a unique dining experience in the heart of Coalinga's downtown by offering a continuously revolving menu and uniquely crafted menu items. EDC staff assisted with site selection and connected the owners to the Small Business Development Center to create a business plan and lenders to exploring financing. The business has already become so popular that they have outgrown their kitchen and are already considering expanding into a larger location. EDC staff will be providing additional site selection services and connecting the business to the NEO program and other incentives as they continue to grow.

DRIVE Initiative Kick-off Meetings

EDC staff attended the first of 6 meetings for the DRIVE Neighborhood Development Initiative focusing on Neighborhood Wealth Creation for Communities of Color. The meeting was attended by 15 stakeholders representing local non-profit agencies. The group discussed initial plans for and potential barriers. The EDC has representatives on the working teams for a number of initiatives covering areas of ag-tech, small business, neighborhood wealth, upskilling, and others. The Initiative is a 10-year investment plan to develop an inclusive, vibrant and sustainable economy for the residents of the greater Fresno region and will be unveiled at the California Economic Summit in November.

Select USA Follow Up and Targeted Outreach

EDC staff conducted research and obtained contact information on 100+ leads from the Select USA Summit. Staff created a lead 'heat map' to help determine which leads are most likely to be a good fit for the area. The EDC attractions team will use this information to conduct targeted outreach and follow ups.

Other Activities

September

DRIVE Steering Committee Meeting
5 Easy Marketing Tricks to Grow Your Business Webinar
Improve Your Consulting Business with a Quality Management System Webinar
Fresno Downtown Partnership Merchant's Meeting
Best Practices for Building a Winning Website Training
San Joaquin Valley Manufacturing Alliance Q3 Member Meeting
Food Commons Fresno/OOOOBY Site Tour
Reedley's Business Resource Expo by Fresno4Biz
Business Transition Seminar

State of the County Luncheon
Business Transition Seminar
Go-Biz monthly EDO China call
CMTC/EDC Collaboration Meeting
iBank Resource Training
Veterans Employment Committee
Incentivized Economic Development Program Webinar
Central Valley Vein & Wound Center Ribbon Cutting
Valley Children's Announcement
Central Valley SB 100 Scoping Workshop

August

District Export Council Quarterly Meeting Call
Drive Initiative: Betting Big on Minority and Women Owned Businesses
Go-Biz 2nd monthly International Trade Call
Go-Biz Call with Manda Fermentation

Clovis Chamber Coffee and Connect at Teter Architecture
Cal-Trans District 5/10 info session
Meeting with Chinese Attraction Client
CITD and EDC Partner Meeting

Fresno Metro Black Chamber of
Commerce Partner Meeting
Fresno County Planning and Development
Services Training
Proteus Jobs 2000 Graduation

Next-Gen Escape Grand Opening
Veterans Employment Committee Meeting
Fresno County Development Department Tour
CoStar Training

July

IEDC Foreign Direct Investment & Exporting Training
Webinar: The Gig Economy
Veterans Employment Committee
Dumont Printing Tour
Fresno4Biz Monthly Meeting
Small Business Development Center Ribbon Cutting
EDC & City of Coalinga Meeting

EDC & City of San Joaquin Meeting
Buying a Business Webinar
Central Valley Financial Inclusion Summit
CyberSecure My Business and Procurement Workshop
ICSC Webinar - Quantifying the Impact of Omnichannel
EDC Staff Training, City of Fresno Planning Dept.
WDB Resolving Team Conflicts Training

APPENDIX

Item 1

Clients and Businesses Contacted
Five Cities JPA

Fowler

City of Fowler
Van G Logistics

National Raisin Company

Simonian Fruit Co.

Kingsburg

Anderson Striping & Construction

Sun-Maid Growers

Orange Cove

Randy's Pizza

Texas Burger Drive In, Inc

Parlier

Innovated Design & Manufacturing

Reedley

City of Reedley
Valentino's Restaurant

Omni Family Health
Finca Financial Inc

Base Consulting Group, LLC

Sanger

Mi Linda Tierra Market
City of Sanger

Proteus, Inc
Academy Hardware

Initiative Foods, LLC
Sanger Chamber of Commerce

Selma

Princess Dance Studio
City of Selma

Princess Cleaning Service
Java Express

Green and Clean Landscaping and
Construction Inc

East Side Rural

Barboza Barber Academy

Heritage Crystal Clean

Metro Area

Clovis

A Mind Above

Accounting America

Ambitious Concepts dba Best Party
Rentals

CALBEC Group
Deli Delicious - Clovis & Herndon
Hemb Law Group
Island Tile
Sequoia Companion Care
The Medicine Shoppe

Central Valley Energy Solutions
Genesis Master of Events
Herzog Brothers Electric Inc.
Mi-Rancho Tortilla
Sequoia Home Health
Valley Community Small Business Center

Clovis Country Junction
Gilbert K. Moran, M.D. F.A.C.O.G. INC.
Integrity Building dba GJ Gardner
Livewell Behavioral Health Counseling Svcs
Cat Café
Wardrobe for Women

Fresno

Adanalian Property Management
AgroFresh
Akoo, Inc. - Deli Delicious (Store #14)
Alert-O-Lite
ALL Fitness
AM Consulting Engineers
Amir Sadaghiani DBA Activ Meals

Ideal Care Centers, Inc.
IKP Partners, Inc. dba Indian Kebab Palace
Inspiration Transportation
IPT, Inc.
J.A. Sanders Construction
Jalhayyan Enterprises, Inc DBA Deli Delicious
Jets Plus

Law Office of Robert Abrams
Rocky Mountain Chocolate Factory
ROHA Foods Inc. dba Mountain Mike's
S & S Casino Chairs, Inc.
Sapraj Construction Inc
SCCCD - Ctr for Internl Trade Development
Scrimco Inc.

Anzula	Jubilee HomeCare. Inc	Secure It New
AT Medical Transportation	Katch Environmental	Sequoia Community Health Centers
Attentive Senior Care LLC	KCastillo Marriage Family Child Therapy Inc	Shirley McWilliams Acupuncture
Balanced Comfort LLC	Keiser Sport Health Equipment	Solar Negotiators Inc.
BMW Fresno	Kerb Appeal	SE Fresno Child Development Center
Book Nook	KLS Design Inc.	Stitch Master Embroidery
Boswell Dermatology	La Boulangerie	Streamline CPA
Browning Contractors Inc.	Landsberg Engineered Packing Solutions	Superior Pipe & Stainless Supply, Inc.
California Bedrooms, Inc.	LASAR Underground Construction Inc	Talons Landscape Inc.
Candies Tolteca Inc.	Law Offices of Paul M Smith II	Taste the Tradition
CellPros	Lifestyle Furniture	Tempest Technology Corporation
Central CA District Export Council	LU Kitchen & Bath Inc	The Brownie Baker, Inc
Central Valley Machining Inc.	Made for Them	The Foundation Wealth Management, LLC
Chinatown Fresno Foundation	Made In Nature, LLC	The Fresno Center
City of Fresno	Manpreet Singh SRA DBA Laundry King	The Light-House
Closets by Design	Mark Saito Realty	The Pizza Pit
Colorado Grill - Franchise Office	Marquez Brothers International	TMR Executive Interiors Inc.
Comfort Keepers	Maurin Construction Corporation	Tower Blendz
Copper River Country Club	Max's Artisan Breads, Inc	Tree of Life Cafe and Bakery
Fresno Co., Public Works & Planning	McMillan Consulting	Twilight Haven
Crazy Squirrel Game Store, Inc.	Mcwealth Care Inc	Universal Meditech Inc.
CTS Reporting, Inc	Mia Bella Foods, LLC	USA Garlic Machinery
CVI Group, LLC	More Than Pizza Fresno	Valley Adult Day Health Care
Daniel Duarte Financial Services	MyMed Pharmacy, Inc.	Valley Caregiver Resource Center
Del Sol Digital Marketing Solutions	Nations Roof West, LLC.	Valley Industrial Products
Deli D - Shaw & Woodrow	Neighborhood Thrift	Valley Pipe & Supply
Deli Delicious #17 - Jensen & Hwy 99	New Electric	Valley Regional Home Health
Deli Delicious #8 (550 S. Clovis)	NextGen Escape	Valley Vanguard Properties Inc
Dirk Poeschel Land Development Svcs	Oakmont of Fresno	Vie-Del Company
Dr. Nidhi Mehrotra, MD	On Call Dental & Urgent Care	VIPL Global Inc Central Valley Auto Glass
Dumont Printing Inc	Oro Financial of Ca, Inc	Virender Singh DBA Curry Pizza Company
Dynamic Coatings Incorporated	Outback Inc. dba Outback Materials	Vision View Partners, LLC
Energy Efficiency, LLC	Overhead Door Company of Fresno	Visiting Angels
Envision Unlimited LLC	PACE Supply Corp.	Warriors Connected
Eurofins Microbiology Laboratories	Pacific Grain & Foods LLC	Weir Floway, Inc. DBA Floway Pumps
Fig & Honey, LLC	Pacific Western Bank	Wingcraft Inc. DBA Wingstop
First Health Medical Center	Papa Murphy's Pizza	Wingology Inc. DBA Wingstop
Forever Care, Inc.	Paramveer Food & Oil, Inc. dba Burgerim	Havens for Total Security
	Gourmet Burgers - Riverpark	
Fresno Arts Council	Partow Inc. DBA Caspian Grill	Helados La Tapatia
Fresno EOC	Petersen Dean	Henson General Engineering
Fresno Metro Black Chamber of Commerce	Philip Corneliuson Inc	Her Space
Fresno PACE For Seniors	Piccadilly Inn	Herbivore Fresno
Fresno Plumbing & Heating, Inc.	Plastic Industries, Inc	I. Photography
gigRonin	Pleasant Mattress Inc	Rare Earth Coffee
Go Express	Pod 'n' Post	Regional Hand Center of Central California
Goodwill Industries of San Joaquin Valley, Inc	Premium Urgent Care	Restore Tech Inc
Grossman Law Offices, A Professional Law Corporation	Primetime Multimedia dba Punjabi Trucking Magazine	Right Swing Inc DBA Wingstop
Guarantee Real Estate – D.Hernandez	Pro Forma Signature Promotions	Riverside Golf Course
Guardian Western Sweeping	Rakkor Development & Construction	RnD Tax Incentives

Harmony Care Homes, LLC

Ramada Inn (Shaw & 41)

Metro Area Rural

Michelsen Packaging

Fiore Di Pasta

West Side

Coalinga

City of Coalinga

Salty Pickle

West Hills Community College District

Firebaugh

City of Firebaugh

Huron

Wapo's Tacos

Ralph's Triangle Service

Mendota

Antonio Gonzalez Insurance –
Farmer's Mendota

San Joaquin

City of San Joaquin
Los Amigos Food Center

Maria's Mexican Restaurant

Farmers Feed & Supply

West Side Rural

NutriAg USA Ltd.

Linmore LED Labs, Inc

Biodico

Kerman

Mid Valley Disposal
MJ Avila Company

Allright Construction, Inc
Anthony's Laser Leveling

Helena Industries, Inc
City of Kerman