

Fresno County Economic Development Corporation

Economic Development Report County of Fresno



**FISCAL YEAR 2016-2017
QUARTER 1
JULY 1, 2016 – SEPTEMBER 30, 2016**

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Fresno County Economic Development Corporation

County of Fresno

First Quarter Activity

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

Our 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.
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.



Business Expansion and Attraction Leads

Q1 Activity



This quarter, The EDC generated 31 business leads and secured a total of 4 wins resulting in 173 jobs created.

Client Number	Company	Industry	Site	Jobs
160216E1	Scelzi Enterprises, Inc.	Manufacturing	2210 E. Annadale Ave., Fresno, CA	100
160311E1	CenCal Solar	Construction	1261 Hoblitt Ave., Clovis, CA	5
CCVEDC 1418	Taylor Communications	Manufacturing; Wholesale Trade	3225 S. Orange Ave. Fresno, CA	43
160606A1	Break Through Engineering Services	Manufacturing; Wholesale Trade	Parlier Industrial Park 1.78 AC	25

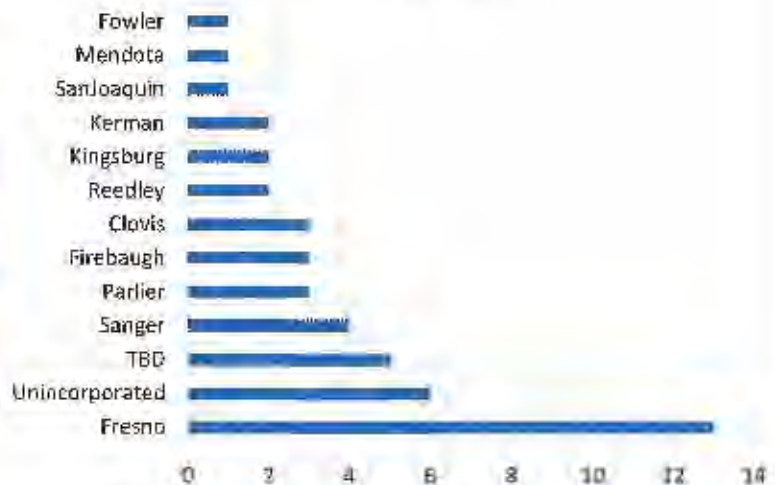
During Quarter 1, four attraction and expansion clients successfully located or commenced expansion plans in Fresno County. From one of the country's leading manufacturers of truck bodies, Scelzi Enterprises, Inc., to a communications company that decided to expand into a facility twice the size from their initial requirement, Taylor Communications, these four expanding businesses will support over 170 jobs over the next several years. The EDC is proud to have offered expansion services, such as property vetting and site search, and will maintain contact to support their continued growth.

Jobs Supported in Quarter 1: 173

Leads by Industry



Leads by City



New Qualified Leads:

Client Number	Industry	Site Requirements	Jobs	Source	Cities Participated
160831R6	Retail Trade	2 AC	-	ICSC	All
160722A1	Wholesale Trade	2,000 SF	TBD	Partner	Clovis, Fresno, Fowler, Unincorporated
160707A1	Accommodation and Food Services	TBD	50	Broker	Confidential
1609230	Manufacturing	TBD	TBD	Cons.	Confidential
160831R11	Construction	4 AC	-	ICSC	Firebaugh
160831R2	Construction	5 AC	-	Direct	Firebaugh
160831R7	Retail Trade	10,000 SF	-	ICSC	Firebaugh
160913A1	Accommodation and Food Services	1,500 SF	5	Partner	Fresno
160727A1	Food Manufacturing	4,300 SF	-	Broker	Fresno
160819A1	Food Manufacturing	4,200 SF	25	Partner	Fresno
160814A1	Manufacturing	10,000 SF	15	Direct	Fresno
Project Tilda	Manufacturing	40 AC	100	GO-Biz	Fresno
1607050	Transp. & Warehousing	-	-	Direct	Fresno
1608250	Transp. & Warehousing	250,000 SF	50	Direct	Fresno
160719A1	Transp. & Warehousing	60 AC	600	Broker	Fresno
160726A1	Transp. & Warehousing	-	5	Direct	Fresno, Kerman, Mendota, Reedley, San Joaquin, Unincorporated
CCVEDC 1622	Oil and Gas Extraction	-	-	CCVEDC	Fresno, Reedley
CCVEDC 1620	Transp. & Warehousing	150,000 SF	TBD	CCVEDC	Fresno, Unincorporated
160831R3	Retail Trade	4,000 SF	-	ICSC	Kerman, Parlier
160831R4	Retail Trade	1,000 SF	-	ICSC	Kingsburg, Fresno
160705A1	Transp. & Warehousing	75,000 SF	20	Direct	Kingsburg, Unincorporated
160831R1	Retail Trade	12,000 SF	-	Direct	Parlier
160831R10	Retail Trade	1.5 AC	-	ICSC	Parlier
160831R5	Retail Trade	15 AC	-	ICSC	Sanger
160831R8	Retail Trade	18,000 SF	-	ICSC	Sanger
160831R9	Retail Trade	15 AC	-	ICSC	Sanger
1608010	Food Manufacturing	25,000 SF	25	Direct	Sanger, Unincorporated
160921A1	Confidential	TBD	-	Broker	TBD
160902A1	Food Manufacturing	10,000 SF	TBD	Direct	TBD
160920A1	(R)	TBD	TBD	Broker	TBD
160725A1	Utilities	6 AC	20	Direct	Unincorporated

Broker	Broker reference
CCVEDC	California Central Valley Economic Development Corporation
Cons.	Consultant reference
Direct	Client Contacted Directly
GO-Biz	Governor's Office of Business and Economic Development
ICSC	International Council of Shopping Centers
Partner	Fresno EDC Partner reference



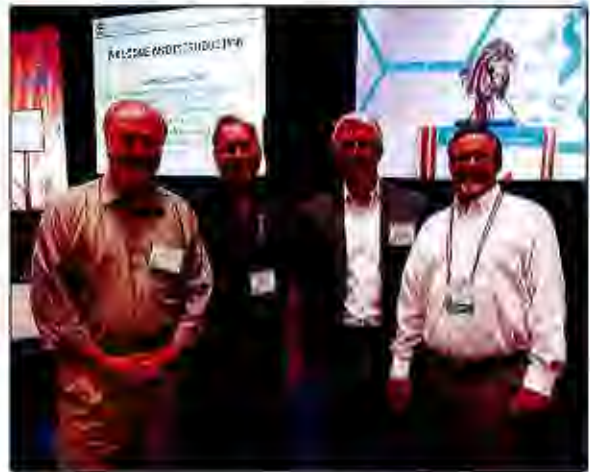
Marketing

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

Trade Shows:

ICSC Western Conference & Deal Making, San Diego 8/30/2016 to 9/1/2016

With over 4,000 attendees, the ICSC Western Conference serves as a great opportunity for owners, developers, retailers, brokers, lenders, municipalities, economic development organizations, and property asset managers to gather under one roof to exhibit, make deals and form successful business partnerships. The EDC attended ICSC San Diego with the Cities of Firebaugh, Parlier, and Sanger. In the months leading up to ICSC, Economic Development Coordinator Mark Mimms assisted with marketing and scheduling appointments at the convention with targeted



retailers and brokers. Mr. Mimms met with representatives of 45 companies at ICSC on behalf of our Fresno County Cities.

Broker Events:

SIOR Northern California Chapter Fall Dinner Meeting – 8/4/2016

SIOR Southern California Event – 8/4/2016

SIOR Southern California Golf Tournament – 9/12/2016

CCVEDC members took the opportunity to meet SIOR brokers and developers at the annual Southern California SIOR Golf Tournament held at Dove Canyon Country Club. These tournaments serve as a great opportunity to interact with brokers and promote Fresno County and the San Joaquin Valley. CCVEDC sponsored Hole 10 at the tournament and interacted with all tournament participants.

120 total contacts

46 brokers

42 developers

32 financial service representatives



Mark Mimms and Jennifer Faughn
At SIOR Golf Tournament



QUARTERLY HIGHLIGHTS

REVERSE ATTRACTION – Targeted Industry Clusters Identified

We have moved toward the next step in implementing our targeted marketing campaign for the Reverse Attraction program. Earlier this year EDC Analyst, Sergio Hernandez, identified ten industry clusters present in Fresno County:

1. Agricultural Manufacturing
2. Business, Finance, and Insurance
3. Construction
4. Education and Knowledge Creation
5. Electric Power Generation and Transmission
6. Health Care
7. Information
8. Logistics and Distribution
9. Renewable Energy
10. Water Technology

The next step involved identifying the five clusters where Fresno County currently holds some type of competitive advantage, such as workforce, in the region and across California. The businesses targeted for the Reverse Attraction program would be growing businesses that fall within these identified clusters. Mr. Hernandez assessed each of the ten clusters on 40 metrics associated with economic growth: specialization, size of workforce, and historical trends, among others. Each cluster in Fresno County was compared to the 24 counties that make up the San Joaquin Valley, the Bay Area, and Southern California. Mr. Hernandez identified and recommended the following industry clusters to target for the EDC's Reverse Attraction program:

1. Agricultural Manufacturing
2. Energy
3. Logistics & Distribution
4. Construction
5. Water Technology

Next steps: Stemming from the analysis conducted by EDC Analyst, Sergio Hernandez, we are working with our Economic Development team to determine best practices toward applying our data to drive proactive business outreach in the communities we serve. Most importantly, we are hopeful this targeted outreach will better identify businesses poised for expansion and growth while also serving as a barometer of business strength throughout Fresno County.

Fresno Airport Receives an Improved Credit Outlook from Moody's

A robust international airport is important to any region's ability to attract new business and investment. As the Fresno-Yosemite International Airport staff approached Moody's Investors Service about an upgrade on the Airport's outstanding revenue bonds, making the case about the strength and diversity of the local economy was going to play a vital role in Moody's ultimate decision. When Fresno-Yosemite International Airport leadership asked for information to help make the case for Fresno County's improving economy, the EDC was happy to provide supporting data. Recently, Moody's affirmed the rating of the Airport's revenue bonds and change the outlook from stable to positive. In their Credit Opinion published August 5th, Moody's cited the following factors for the rating affirmation and positive outlook, "The rating considers the airport's strong management of financial operations and liquidity, an expanding service offering with generally increasing enplanements, service area economy improvements and a limited capital program."



Fresno State Tops in the Nation

It is well known that a skilled and educated workforce is one of the top three factors important to site selectors and company executives. That's why the recent *U.S. News and World Report's 2017 Best College Rankings* is great news for Fresno County. Fresno State **ranked #1** in the country for graduation rate performance amongst public universities in the country and #3 overall when including private universities. This is exciting news for the region, but even more so when viewed through the spectrum of business expansion and attraction. Graduate rate performance evaluates various socioeconomic factors of a university's student body and then estimates an expected graduate rate for the university. Fresno State's ranking means that the university graduated far more students than was expected given the socioeconomic factors of the students. We will be updating our marketing materials to highlight this accomplishment to reference when recruiting prospective new business for Fresno County.

Leading Locations for 2016:

Area Development Online, a leading site selection publication, recently released their "Leading Locations for 2016", which ranks the top locations of 394 metro regions for new and expanding businesses based off of a wide variety of indicators in four vital areas: Prime Workforce, Economic Strength, Year-Over-Year Growth, and Five-Year Growth. See the table below to see how Fresno ranks against other California and Nevada Markets. Consistent with what we've seen in the Fresno Economy locally, Fresno's overall ranking has improved dramatically, by 148 places, since 2014.

City	State	2010 U.S. Census Population	Rankings by category					Previous Rankings		
			Overall Rank	Prime Workforce Indicators	Economic Strength Indicators	5 Year Growth (CAGR) Indicators	YOY Growth (CAGR) Indicators	Overall Rank 2015	Overall Rank 2014	Overall Rank 2013
San Francisco - Redwood City-South S.F.	CA	3,523,080	1	1	5	7	8	7	40	
San Jose - Sunnyvale-Santa Clara	CA	2,836,515	5	22	6	10	7	6	5	
Riverside-San Bernardino-Ontario	CA	4,226,851	145	120	68	90	111	153	291	388
Fresno	CA	930,650	164	89	77	118	86	189	310	231
Stockton-Haji	CA	695,306	177	155	87	113	75	90	238	341
Oxnard-Thousand Oaks-Ventura	CA	823,318	193	170	150	107	103	180	251	254
Mudesto	CA	508,453	203	187	98	116	89	188	311	387
Merced	CA	255,797	237	111	158	102	80	111	220	280
Madera	CA	150,865	246	104	157	79	88	176	226	371
Visalia-Porterville	CA	442,179	283	151	177	110	119	260	342	390
Hanford-Corcoran	CA	152,982	301	167	130	149	161	319	339	396
Yuba City	TX	106,892	302	109	124	161	120	330	351	366
Bakersfield	CA	839,631	347	109	117	165	109	80	79	78



Fresno County Business Retention and Expansion Outreach

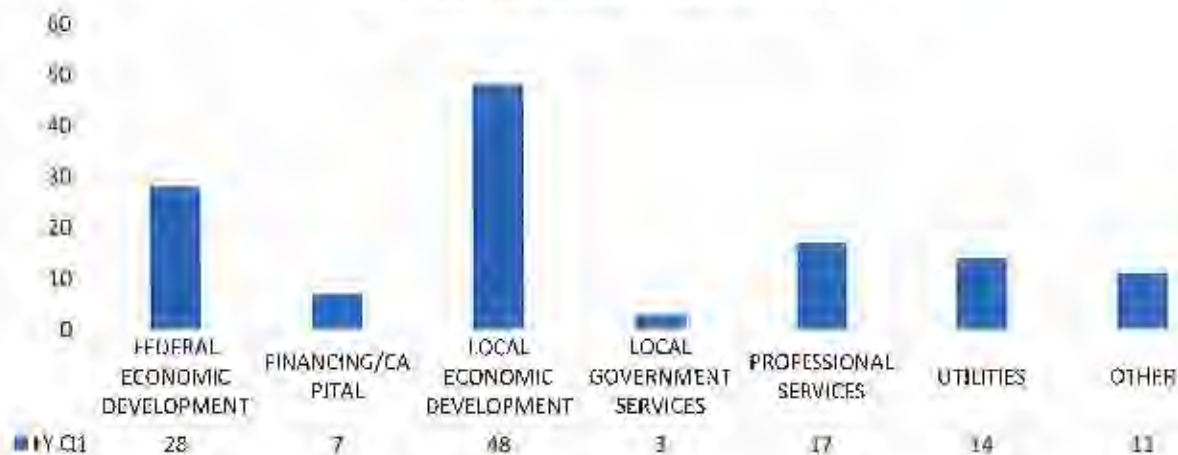
The EDC team conducts outreach throughout communities, marketing business expansion and retention services by (but not limited to):

- Providing an operational analysis to evaluate the health of the business. This tool provides us with a deeper understanding of the appropriate referrals or resources needed for business growth or retention;
- Connecting businesses to labor subsidy programs;
- Promoting Fresno Energy Watch services;
- Providing education on Federal/State/Local Tax Incentives; and
- Providing referrals and information on financing assistance.

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

	Q1 2016 - 2017
Businesses Contacted	217
Referrals	128

Business Referrals by Service Type



Businesses Contacted

Biola

Actagro, LLC

Clovis

ATAS Bonar Insurance Services
Best Party Rentals
Blue Ocean Development LLC
CALBEC Group
California Health Sciences University
Central Valley Window Cleaning
City of Clovis
Civil Substations Inc.
Clovis Architectural Stone
Clovis Polycor
Clovis Pump
CVCC Business Solutions

Coalinga

City of Coalinga
Coalinga Chamber of Commerce
Walker's Plumbing Services

Fresno

A & A Automotive
A Better Choice Preschool
Agriglobe, Inc.
AIS Market Research
Alert-O-Lite
AM Consulting Engineers
American Finest Medical
Transportation
American Steamway Inc.
American Tax Credit Group
AT Medical Transportation
Bethel Temple COGIC - Early Readers
Brookshire Group
Burns & Whitaker Insurance
Busseto Foods, Inc.
Cafe Corazon
CardQuiry
CASA de TAMALES, LLC
Castle Aura Enterprise
Catholic Charities
Cell Pros
Cen Cal Business Finance Group
Central Valley Auto Glass
Clarity Orthodontics
Clark Bros.

Eckhaus Fleet
Eleventh Hour
Freedom Pools
Habitat for Humanity ReStore
Hatcher's Upholstery & Interiors
Hi Tech Home
Jackson Young Drywall
Kings Royal Transport LLC
New Visions Solar
Niacc-Avitoch Technologies, Inc.
Old Hotel Bistro
Panam Painting

Firebaugh

City of Firebaugh
Firebaugh Supermarket
Mi Pueblito
The Neil Jones Food Co. DBA Yoma-Tek
Wonderful Pistachios

Fresno Surgical Hospital
Fresno Tank & Trailer
Frontier Fastener
Fun Factory

Golden Palace

Grass Creations

Grassman Law Offices

GTC Freight, INC
Helados La Tapatia
Helena Chemical Company
Highway City Community Development
Highway City Thrift Store
Hino Oishi
Ideal Home
Jackson Construction
Jeanie Green Plumbing
Jim Cunningham Insurance
Johanson Transportation Service
Jubilee HomeCare, Inc
Katina Davis Accounting Services, LLC
Kings View Community Services
Kocky's Bar and Grill
Kool Breeze Solar Hat
Kristina's Ranch Market

Penske Truck Rental
PR Farms
Rev's
Rita's of Clovis
Sequoia Companion Care
Sequoia Home Health
Snowflake Designs
TY Flooring
Wawona Frozen Foods
Willbanks Environmental
GenCal Sol

Fowler

Borga, Inc.
Bravo Farms / 9th Street Cheese
City of Fowler
Fratello's Restaurant
National Raisin Company

Northside Dental Practice
OK Produce
Pacifica Pizza W. SHAW FRESNO CA
Papa Murphy's Pizza
Digestive and Liver Disease Medical
Center
Ramada Inn (Shaw & 43)

Roading and Beyond

Red Monkey Electronics
Refined Journeys
Repeat Performance
RH Defense
Sal's Mexican Restaurant
San Mar Properties, Inc.
Sierra Tribal Consortium
Solar City
Southwest Hospitality Management
STC Security
Student Nest
Subway (First and C Street)
Talons Landscape Inc.
Tent City Canvas House
The Light-House
Toure Associates
Townsend House Facility



Cottage Montessori School
Crazy Squirrel Game Store
D.H. Williams Construction, Inc.
Department of Social Services
DK Transport
Dr Pepper Snapple Group
Dumont Printing
Euphoria 1612
Far West Financial, Inc.
Fiore Di Pasta
First Health Medical Center
Food Commons Fresno
Freshko Produce
Fresno Dental Professionals
Fresno Medical Center Inc.
Fresno Metro Black Chamber of
Commerce

Kerman

Anthony's Laser Leveling
City of Kerman
Deli Delicious Kerman
Garcia's Super Market

Kingsburg

CenCal CNC, Inc.

Mendota

La Fiesta Meat Market
Toch Master Pest Management

Sanger

American West Books, Inc.
Blossom Trail Cafe
Book Tree
California Truss Frame

San Joaquin

Alexis Bridal
City of San Joaquin
Delicias
El Mercadito
Freedom Automotive

Selma

Dawson Mauldin Construction, Inc.
Navarro's Smog
Poindexter Nut Co.
Trujillos Tax and Payroll Service

Kumon Center
LG Enterprises
Lifestyle Solar
Linmore LED Labs, Inc.
Lyons Magnus
Main Event Graphics
Mazzei Flying Service
McHenry Protection Services
McMillan Consulting
Mia Bella Foods, LLC
MJ Avila Company
MMR Constructors Inc.
NaturalCare Pest Solutions
Neighborhood Thrift
Nicholas Orme Family Medicine

Helena Industries
J.S Auto Sales & Towing
La Fiesta Market
Renos Hardware

Parlier

City of Parlier
Break Through Engineering Services,
LLC

CenCal Distributing
City of Sanger
Familius
Fresno Fab-Tech, Inc.

Garcia Tire & Auto Repair
Leo's Tire Service
Macias Auto Shop
ORNELAS FINANCIAL SERVICE

Rural/Unincorporated

A Touch of Class Limo
Platinum Engineering Solutions, Inc.
Salter's Distributing

Tree of Life Cafe and Bakery
United States Cold Storage
United Western Industries, Inc.
Val Print
Valley Industrial Products
Valley Protein
Valparaiso Cafe
Y&Y Property Management Inc
Blooming Belle Marketing
Broadway Motion Design (BMD)
Come Get Your Cookies
Davenport Solar Setters
JLS Global Metro Security
MD Concrete Cutting and Demolition
P*DE*Q, LLC

Slumberger Lumber
Taylor Made Irrigation
Valley Food Super Center

Reedley

Sweet Destination
Wally's Collision Center

Initiative Foods LLC
Kings River Winery
Marechal Vineyards
Sanger Chamber of Commerce

Party Rentals Pina
Ramirez Restaurant
Tacos Ayala
Valley Health Team, Inc.



High-Speed Rail

To date, the EDC has assisted 314 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.

Q1 Businesses Assisted



Client Status	County	City
Closed	1	29
Active/Existing	27	48
Pending Relocation	1	34
Reconfiguring	55	27
Relocated	2	90
Total	86	228



Heavy Maintenance Facility Status Update:

The EDC has served in a leadership role on the California High-Speed Rail (HSR) project, offering both retention services to businesses impacted along the alignment as well as spearheading efforts to be awarded the HSR's Heavy Maintenance Facility (HMF) under the auspices of Fresno Works, a bipartisan coalition of officials from the County of Fresno, City of Fresno, Council of Fresno County Governments, business, labor and education sectors. Most recently, Fresno Works has secured the necessary funding to begin obtaining options among property owners identified within Fresno County's HMF footprint. It is anticipated that HSR may make a determination during the first quarter of 2017. In partnership through Fresno Works, the EDC is proud to serve a leading role in positioning Fresno County to be selected for the HMF. If selected, the estimated 1,500 jobs would make an impact among many Fresno County communities.

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.

New Employment Opportunities (NEO)	Q1 2016-2017
New NEO Participating Businesses	17
Unsubsidized NEO Participating	7
Positions Posted	103
Positions filled by Businesses	101

*Contract Start Date October 1, 2015



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 practitioners in various 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. The first cohort began instruction on August 29th, 2016 with a class of 14 participants.

Truck Drivers Training-- West Hills College, Coalinga

Class A Trucks 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. To date, the Truck Drivers Training has achieved a 71% placement rate to date.

Licensed Class A Drivers	65
Entered Employment	46

Scelzi Welders Training:

The EDC, DSS, Scelzi Enterprises, Inc. and educational partners worked with industry stakeholders to develop a welders training program tailor-made to fulfill today's workforce demands. Scelzi Enterprises, Inc. worked alongside as a partner, providing industry feedback in the development of a curriculum to train and develop DSS' pool of job-seekers into entry-level MIG welding specialists. Soon, as a result of this collaborative public-private partnership, we hope to launch this career pathway that will meet tomorrow's industry needs, including the 80 to 100 new skilled welders in demand by Scelzi Enterprises, today, while providing greater self-sufficiency for job-seekers and their families.

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/Website Coding training, 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. The class was extended from a 4 hour/day to an 8 hour/day of instruction.

GeekWise Stats Cohort (1-3)	Status
Graduated	22
Employed	9
Intern in industry	2
Clients in Work Experience	2
Not employed of graduates	9



Comprehensive Economic Development Strategy (CEDS)

On behalf of the CEDS Steering Committee, the EDC has been authorized to submit the CEDS update to the EDA. For the 2016 CEDS update, the EDC has:

- Coordinated plan update consultations with stakeholders: CSUF Office of Community & Economic Development, the SJ Manufacturing Alliance, LAFCO, the Fresno County Farm Bureau, with ongoing effort to schedule time with the WET Center and local developers;
- Continued refinement of various stakeholder and strategy groups. Compiled contact information for consultants;
- Steering Committee organized on August 24, 2016;
- Coordinated EDA meeting with the EOC to discuss expansion of training facility;
- Coordinated with all cities on submitting updated EDA projects;
- Worked with the EDA and the City of Parlier to include the Sikh Business Incubator to be funded in 2017;
- Assisted City of Orange Cove to apply for EDA funds for commercial/industrial development; and
- Scheduled final stakeholders meeting to be held on October 19, 2016.

Fresno Energy Watch

The EDC has been contracted by Pacific Gas & Electric to market Fresno Energy Watch (FEW). This program offers no-cost energy assessments and financing assistance to businesses within its service territory. The program is intended to provide businesses with tools to lower their electricity bills and improve their bottom line. This quarter the EDC has:

- Provided a presentation on Fresno Energy Watch and the EDC's business support services during PG&E's Sync Into Savings event on July 13;
- Participation in Power the Tower Roundtable on July 13;
- Utilized PG&E data on local businesses with high energy use to guide outreach to refer no-cost assessments:

Auberry: 3	Caruthers: 2	Clovis: 95	Coalinga: 7	Del Rey: 2
Fowler: 10	Fresno: 659	Helm: 2	Huron: 1	Kingsburg: 10
Parlier: 5	Pinedale: 1	Prather: 2	Reedley: 21	Riverdale: 1
Selma: 22	San Joaquin: 2			

Results: eight location assessment referrals completed in the first week of August with additional referrals pending;

- Entered 19 assessment referrals into RHA project management system. 2016 annual estimated utility savings to businesses to date: \$12,827. 2016 PG&E incentives received by local businesses to date: \$20,280. Additional assessments and invoices pending. Total 2016 assessment referrals to date: 22.
- Coordinated with PG&E and the cities of Sanger, Clovis and Fresno on the development of Trade Pro Workshops to connect local trade professional companies who sell, install or service various products including refrigeration, lighting, and HVAC, among others. PG&E's Trade Pro Alliance allows companies to maintain and grow their business through service referrals and access incentives for their customers. Dates have been set for workshops on October 27th in Clovis and November 3rd in Fresno.



- Met with Fresno Supervisor Mendes to discuss FEW community event for Energy Awareness Month in October. The event is scheduled to take place October 19, 2016.
- Riverdale Small Community Event Planning: The event location has been secured at the East Lodge at the Riverdale Memorial District. Confirmed participants include the Community Food Bank for food distribution donation, Fresno Economic Opportunities Commission, Fresno Sheriff's Department (children's reading program), County of Fresno Community Development Division, CETA Program, RHA, PG&E Trade Pro Alliance, Adventist Health, PG&E's MIDI and ESA Programs.

Global Cities Initiatives & Exchange (GCI)

The Global Cities Initiative aims to equip business, civic and government leaders with the information, policy ideas and connections they need to help their metropolitan areas thrive in the global economy. During Quarter 1, the EDC has:

- Presented to Fresno Chamber of Commerce Board on efforts to develop a global trade and investment plan for the region;
- Coordinated August visit from Brookings Project Manager to Fresno for FDI presentation to Steering Committee and to assist with initial interviews of foreign owned enterprises (FOEs);
- Ongoing research of possible funding sources for export plan implementation and administration;
- Coordinated export plan Core Team meeting, including discussions with government trade delegate from Guadalajara;
- Vetted list of Fresno County foreign owned enterprises prior to making interview contacts;
- Scheduled and participated in two FDI interviews with local foreign owned enterprises. Scheduled third interview for September 14. Fourth interview pending;
- Continued recruiting FDI Steering Committee members and Kickoff Meeting attendees. Secured: Fresno-Yosemite International Airport, Fresno/Clayton Convention & Visitors Bureau, a Congressman Valadao's office, Assemblymember Arambula's office, Fresno Area Hispanic Foundation, Sister Cities, EOC, and the Governor's Office;
- Coordinated first FDI Steering Committee Meeting (approximately 30 attendees including congressional office representatives, international investment brokers, local municipalities and chambers of commerce, and industry contacts);
- Press release on completion of export plan and regional participation in GCI Phase Two: FDI was released;
- Drafted rationale for global trade and investment plan;
- Provided training to eight CSU Fresno MBA student research volunteers to undertake FDI interviews with foreign owned enterprises throughout the region; and
- Compiled list of globally relevant foreign owned enterprises in all eight Central Valley counties.
- Conducted FDI research interview with major multinational chemical manufacturing and distribution company in Fresno.



Export Development Activities

- Led introduction of CCVEDC partners to an innovation consultant specializing in technology investment in the European Union and Silicon Valley;
- Drafted two-page fact sheet on global trade and investment to help familiarize staff with export and FDI terminology and rationale;
- Presentation to EDC staff regarding trends and rationale behind the promotion of export and FDI as a tool for BEAR activities;
- Coordinated with broker and U.S. Commercial Service on large export opportunity with a prospective gas and oil industry client from the Middle East; and
- Attended Export Resources Conference organized by Fresno Export Assistance Center.

EDC and County Activities

Initiative Foods-- Business Retention Rapid Response

The Fresno EDC has been working with Initiative Foods closely for over two years, providing assistance with expansion plans and foreign trade development. After a devastating fire tore through the Initiative Foods facility in Sanger on July 24th, the Fresno County EDC reached out to assist the company immediately, providing connections to valuable incentives, meeting coordination, funding options and potential relocation sites.

During the month of August, the EDC facilitated a meeting with the Governor's Office of Economic Development to determine Initiative Foods' eligibility for various incentives including Industrial Development Bonds, GEDI incentives, California Competes, iBank and the CalCap program, among others. The meeting was very productive and Initiative Foods intends on utilizing several of the state incentives discussed.

Moreover, the EDC also engaged PG&E regarding the prospect of applying for their Economic Development Rate (EDR) under the auspices of business retention, given their financial hardship. In August, we were informed that PG&E deemed Initiative Foods to be eligible, which could potentially provide a 30% reduction in their electricity costs over five years if approved.

The company is well on its way to rebuilding the baby food industry leader, and has expressed goals of modernizing, expanding and growing to new heights. We are proud to have worked alongside Initiative Foods, the City of Sanger and community partners to ensure an all hands on deck effort to retain and support Initiative Foods as they rebuild for the future.

The City of Parlier—Economic Development Incentive Discussion

The Fresno County EDC met with the City of Parlier regarding an incentive program to temporarily reduce development impact fees by 50% for companies looking to locate within the city by December 31, 2016. At a subsequent City Council meeting on July 6, 2016, ED Specialist Shawna Glazener spoke on behalf of the EDC in favor of the incentive. The development fee reduction incentive passed unanimously. In fact, the story was published by the Parlier Post and the Business Journal as follows:

"Shawna Glazener, Economic Development Specialist with the Fresno County Economic Development Corporation said other cities are already offering these types of incentives. With more companies from



out of state, even within the state," Glazener said. "Looking at our Central Valley and our rural communities, this really puts Parlier on the playing field and allows us to be competitive when we're looking at attracting these businesses."

Kerman City Council Update

On July 20th, Economic Development Specialist Seth Ramirez spoke at the Kerman City Council meeting to inform the City Council and public of the upcoming Central Valley Energy Tune-Up benchmarking workshop. A partnership between PG&E, the EDC, City of Kerman, and Chamber of Commerce, this workshop will allow businesses to gauge their energy usage, compare to other like users in their industry, and plan for optimized cost-saving energy upgrades.

Fresno4Biz Partner Presentation

On July 28th, Economic Development Specialist Seth Ramirez gave a presentation to the various partner agencies in the Fresno4Biz consortium. Fresno4Biz serves as a consortium of twelve public/private organizations united to assist businesses looking to start-up, expand, or receive any additional assistance that may be of help. A number of outside agencies were also in attendance with the prospect of becoming potential service provider partners that can serve local companies. The presentation was well received and organizations such as the US Small Business Majority have subsequently contacted our office to see how we can collectively strengthen the scope of resources available in the region.

Community Collaboration and Partnership Workshops

On August 17th, Economic Development Specialists provided a presentation on EDC services to the majority of small business owners at the City of San Joaquin Business Resource Workshop. Along with the EDC, CDFI and EOC were also featured speakers at the event which gave businesses an opportunity to hear what resources are available for the rural communities. Many businesses in the City of San Joaquin expressed great interest in Fresno Energy Watch and the NEO Program. As a result of the workshop, meetings and follow-up contacts between EDC Staff and the San Joaquin business community has been greatly improving.

On August 18th, Economic Development Specialist Seth Ramirez was invited by CDFI to speak about EDC Services at a Small Business Workshop in Fowler. Several of our partner agencies also gave presentations including SBA, CDFI and Fresno State SBDC. There were about 15 business owners in attendance ranging from Contractors to Restaurant Owners. The feedback from the workshop has been extremely positive. Several businesses are interested in the NEO Program as well as our ability to assist in permitting processes during expansion and building projects.

Five Cities Joint Powers Authority Board Meeting

During the Five Cities Joint Powers Authority Board meeting that took place on August 29th, there was a unanimous vote to approve the Agreement between the Five Cities Economic Development Authority and the Economic Development Corporation serving Fresno County for the fiscal year 2016-17. The EDC provided an overview of accomplishments, leads and activity during the fourth quarter. Member representatives discussed projects in each community as well as planned activity.

Congressman Valadao Small Business Workshop:

EDC staff attended Congressman Davis G. Valadao's Small Business Workshop event held in Kingsburg on August 13th. The event hosted more than 20 attendees, as well as various partners of the EDC. The Small Business Administration presented on the various services available to businesses, and had staff



available for assistance. Community Development Financial Institution, Valley Small Business Development Corporation, and Fresno State's Small Business Development Center were also present to provide assistance to businesses in attendance.

Sanger Business Expansion

California TrusFrame in Sanger is moving forward on a planned expansion. The company is looking at adding around 100 jobs, and doubling the size of their existing operation in Sanger. They have acquired 10.85 acres adjacent to their current property, and are looking at securing permits for the project within the next two months. Moreover, in order to meet their hiring needs, they have enrolled in the NEO program. This will allow the company to offset the high employment costs during the training period while hiring local talent in need of employment, as the program will reimburse 100% of the wages for the first three months of employment, and 75% of wages during months three through six.

MJ Avila Company, Inc. - Kerman

On August 5th, 2016, EDC staff members held a NEO Program Master Agreement signature meeting with MJ Avila Company, Inc. MJ Avila Co. is a Kerman based, woman and minority owned general contracting and engineering firm that has performed various procurement projects throughout the state. The company was recently awarded a contract under Dragados-Flatiron Joint Venture for work on the High-Speed Rail Project's Construction Package 2-3. Due to the increase in business for MJ Avila Co., the NEO program will assist in recruiting a local workforce to meet the demands of their contract's deliverables.

Targeted Outreach and Clovis Coordination

We are working with our Economic Development Specialists to determine best practices toward applying our data to drive proactive business outreach. Specifically, we have been in discussions with the City of Clovis on how to maximize our data and respective partnerships. In the month of August, staff met with Andy Haussler, Community & Economic Development Director, to discuss the methodology of our targeted data analysis, ways to improve inter-agency communication and planning, and began planning next steps to prepare a targeted outreach plan tailor-made for Clovis' economic and community development goals and objectives. Most importantly, we are hopeful this targeted outreach will better identify businesses poised for expansion and growth while also serving as a barometer of business strength in the City of Clovis.

Staff Territory Transition and Succession

With the hiring of Economic Development (ED) Specialist Tracy Tosta, we have made adjustments to our staff assigned territories. Ms. Tosta will be assigned to the West Side and has been working alongside ED Specialist Seth Ramirez to learn about the local business landscape and make introductions to key stakeholders including City Managers, elected officials, Chamber of Commerce members, and community leaders. On September 1st, she introduced herself and outlined our services to the Coalinga City Council during public comment. Ms. Tosta has an interest in rural development and retail real estate, so she is excited to work with our West Side cities and businesses in helping them grow. Economic Development Specialist Seth Ramirez will be transitioning to the City of Clovis and is currently working with ED Specialist Layell Tyler on a succession plan to assume this new role. Moreover, Mr. Tyler will be pivoting his focus toward the City of Fresno to provide additional business expansion and retention services.



Business Expansion Prospect:

Director of Business Services Will Oliver, Contract Compliance Manager Andrea Royce and Client Services Manager Jose Mora met with the owner of a longstanding distribution company (client # 160825E1) which is located in the City of Fresno. Staff was apprised of their existing hiring needs as well as plans for expansion. They're preparing to relocate and expand their building space by nearly 70% and anticipate adding 50 new jobs over the next two years. Given the size of their investment and job creation, staff guided them through various incentive programs, including California Competes and iDIFER, that they will likely be eligible for. Client Services Manager Jose Mora has initiated the application process with this client as they prepare to buy and build. Moreover, the client shared information on additional commercial properties which they own, including 5,000sf of industrial warehouse space in Northwest Fresno. We were able to refer their listing to a High-Speed Rail impacted business owner, executing a lease agreement less than two weeks later.

Business Expansion Prospect:

Director of Business Services Will Oliver and Economic Development Specialist, Lavell Tyler, met with the owner of a longstanding print and marketing company that is located in the City of Fresno. They currently employ over 40 full-time staff and have been in business for over three decades. The EDC first became involved with this company due to the High-Speed Rail project. During initial conversations, staff was apprised of their existing hiring needs as well as plans for expansion. They expressed interest in the State's Employment Training Panel (ETP) due to significant training resources poured into new hires and promotions.

Economic Development Specialist Lavell Tyler met with the company and guided them through the ETP process. Subsequently, he set up a one-on-one meeting with Barry Worthington, Senior Economic Development Analyst out of the ETP's Sacramento office. Moreover, staff discussed a variety of incentives, including Ready2Hire (NEO), and Go Biz's California Competes program. After navigating the impacts of High-Speed Rail construction, the business is now in a position operationally and financially to consider purchasing the property from their landlord. Prior to doing so, Mr. Tyler will be working with them to incorporate their prospective property investment in their California Competes proposal, which they intend on submitting during the next application period (January 2, 2017 – January 23, 2017). Mr. Tyler has also initiated enrollment in the NEO program to help fill a full-time position with the company.

Specialist Tyler will also connect the company with a PG&E customer relationship manager to discuss usage monitoring and energy efficiency resources through the Fresno Energy Watch Program.

State Board Equalization Clovis Small Business Seminar

On 9/29/16, EDC Staff participated in the Clovis Small Business Seminar hosted by the CA State Board of Equalization. The event gave nearly 200 business owners the opportunity to hear from government officials and business support organizations. The EDC exhibited at the event and made contact with numerous businesses that are interested in hiring through the NEO program as well as utilizing EDC partnerships to leverage their business expansion plans.



Coalinga City Council and Chamber of Commerce Meetings

Economic Development Specialist Tracy Tosta attended the September 1st, 2016 Coalinga City Council meeting and introduced herself and reiterated the EDC's services to council during public comment. Prior to the council meeting, Ms. Tosta met with Chamber of Commerce Director Katie Delano to discuss ways of aligning EDC's services with their respective membership, while helping drive our business outreach in Coalinga.

Reedley City Council Meeting

Economic Development Specialist Shawna Glazener attended the Reedley City Council Meeting on September 13, 2016 to speak about services that the EDC can provide in collaboration with the Greater Reedley Chamber of Commerce regarding their plans for a Hispanic business outreach program. She spoke on some of the services that EDC has provided in the past in collaboration with the Chamber, as well as how they could assist with the planned program. During the presentation by the Chamber, it was stated that a large population of business owners in Reedley are Hispanic and unaware of services available. The Chamber also discussed how they plan to reach the target group through workshops and outreach, while collaborating with the aforementioned partners.

ICSC follow-up for Firebaugh

On 9/16/16 EDC Staff members held a meeting with the City of Firebaugh and a large commercial developer as a result of the ICSC San Diego Conference. The developer owns and operates nearly a dozen large supermarket stores throughout California and owns property within the City of Firebaugh with the interest of developing the land into usable retail space to accommodate the City's potential for residential development. The EDC presented the developer with lucrative incentive information that was complementary to the incentives package provided by the Firebaugh City Council and City Manager.

San Joaquin Valley Manufacturing Alliance Summit

Economic Development Specialist Seth Ramirez attended the San Joaquin Valley Manufacturing Alliance Summit Committee meeting on 9/23/16. This meeting brought together partnering agencies as a focus group to encourage and support the growth manufacturing cluster businesses and jobs in the region. The EDC has been tasked with spearheading the Alliance's outreach efforts for the upcoming Manufacturing Summit. EDC Staff has since been involved in follow up discussions and will coordinate with the CA State Board of Equalization to lead a summit workshop on programs and incentives for manufacturers in the Valley.



Other Activities

- Fresno Food Expo
- Attended following City Council meetings: Coalinga, San Joaquin, Firebaugh
- GoBiz CA Competes Tax Credit Workshop at Fresno City Hall
- City of San Joaquin City Manager Orientation meeting
- 5 Cities Executive Committee meeting
- Fresno African American Community Exchange Breakfast (FAACE)
- WestCare STOP Partnership Meeting
- Fresno4Biz Partner Meeting
- Business Resource Workshop for City of San Joaquin Businesses
- City of Fowler Small Business Resource Workshop
- 5 Cities Board of Directors Meeting
- California Competes Workshop
- Commercial Real Estate Marketing Seminar at Bitwise South Stadium
- City of Clovis Behavioral Health Project Planning Commission
- Manufacturing Summit Committee Meeting at Geil Enterprises
- Manufacturing Summit Outreach Sub-committee meeting
- CA State BOE Small Business Seminar at Veteran's Memorial District in Clovis
- Fresno Chamber of Commerce Ribbon Cutting for Fresno Escape Room

