



County of Fresno

Quarterly Activity Report

Quarter 4

Fiscal Year 2021-2022

April 1, 2022 – June 30, 2022

Lee Ann Eager	President/CEO
Sherry Neil	Chief Operating Officer
Paul Thorn	Controller
Will Oliver	VP of Business Services
Julian Ramos	Client Services Manager
Spencer Bremer	Research Analyst
Gina Chicconi	Business Attraction Specialist
Jackie Cuevas	Economic Development Specialist
Charlene Holguin	Economic Development Specialist
Marcella Lara	Business Retention Specialist
Tiffany Louk	Business Attraction Specialist
Merritt Pacini	Executive Assistant to the CEO
Miguel Ruelas	Business Expansion and Retention Coordinator
Ross Williams	Research Analyst
Chris Zeitz	Special Projects Coordinator

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 4, FY 21-22

Industrial, Office, and Retail Vacancy

In Fresno County this quarter, the industrial vacancy rate increased from 2.2% to 2.4%, the office vacancy rate decreased from 8.8% to 8.6%, and the retail vacancy rate decreased from 4.8% to 4.5%.

Q4 FY21-22	Industrial	Office	Retail
Fresno County	2.4%	8.6%	4.5%
East Side	2.5%	0.6%	1.5%
West Side	1.0%	1.2%	6.9%

Source: CoStar.com

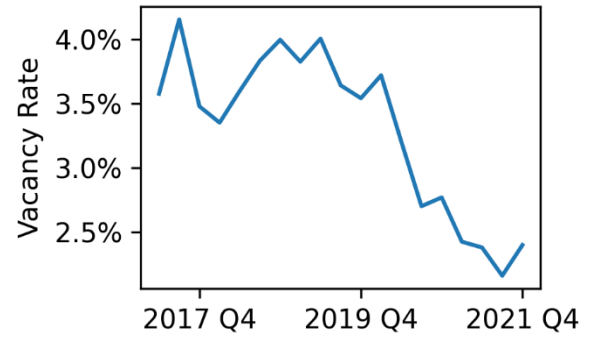
June 2022 Unemployment Rates

The unemployment rate in Fresno County was 5.2% in June 2022, an decrease from 7.6% in March 2022. This compares to a non-seasonally adjusted unemployment rate of 3.4% for California and 4.3% for the nation during the same period.

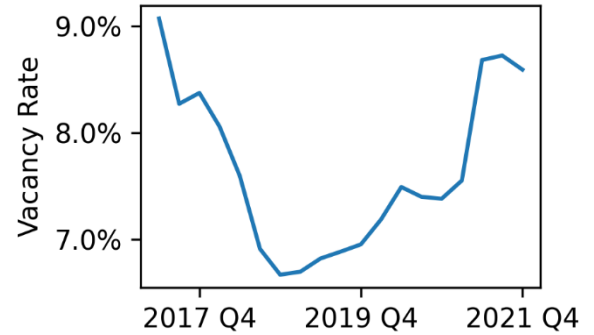
Area	Labor Force	Unemployment Rate
Fresno County	454,700	5.2%
East Side Cities	55,800	6.6%
West Side Cities	25,800	8.5%
Metro Cities	293,100	3.4%
Unincorporated	80,000	9.9%

Source: State of California Employment Development Department

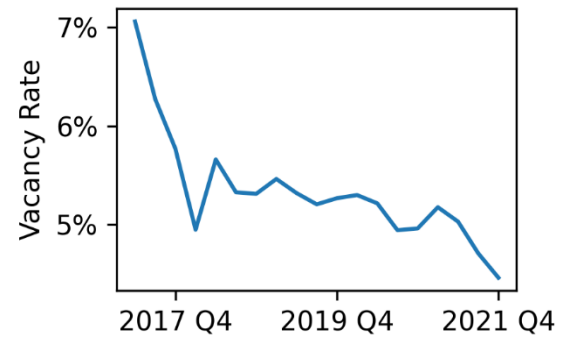
County Industrial Vacancy



County Office Vacancy



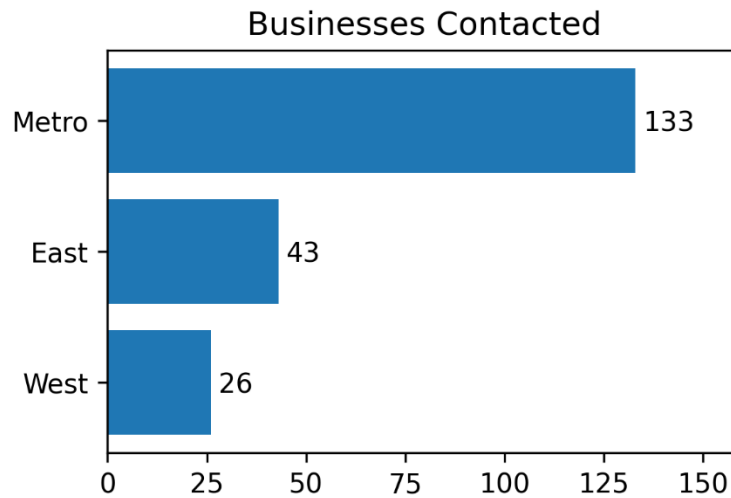
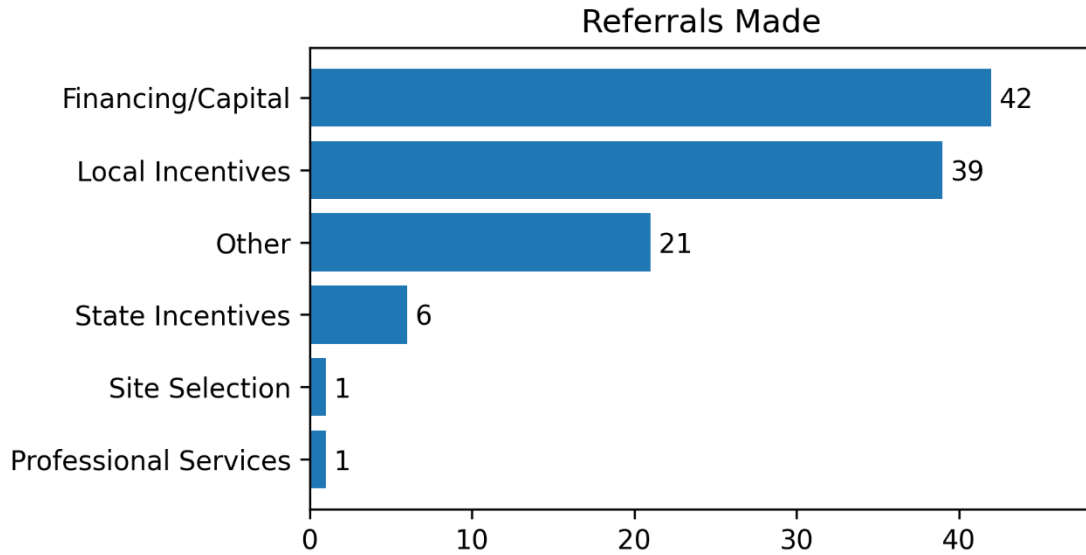
County Retail Vacancy



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:

	Q4 2021-2022
Businesses and Clients Contacted	202
Referrals	110



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 fourth quarter, the EDC generated **26** new business leads, responded to **6** requests for information and **1** site visit.

New Leads

Month	Client Number	Source	Industry	Jobs	Site Requirements	Regions
April	Project Solarcycle	Go-Biz Lead	Solar Panel Recycler	30	50,000 sq. ft. 2. acres	Metro -Fresno
	220411A1	Direct Lead	Other Industrial Machinery Manufacturing	1	TBD	Metro- Fresno Metro-Clovis
	220413A1	Direct Lead	Electric Power Distribution	TBD	Airport partnership	West - Coalinga
	220419A1	Direct Lead	Construction Consultants	10	3,000 sq. ft. Class A/B office	Metro -Fresno
	220425A1	Direct Lead	Retail and commercial development	TBD	5.5 acres available parcels undetermined	Kerman
May	220502A1	Direct Lead	Roasted Nuts and Peanut Butter Manufacturing	20	70,000 sq. ft. 5.0 acres	ALL
	CCVEDC 2209	CCVEDC Lead	Cold Storage Facility	15	250,000 sq. ft. 50 acres	ALL
	PROJECT IPERION X	GO-Biz Lead	Metal Manufacturing	15	100,000 sq. ft. 2.5 acres	TBD
	220428A 1	Local Partner Lead	Bottled Water Manufacturing	50	500,000 sq. ft. 35 acres	ALL
	220509A1	Local Partner Lead	Power Boiler and Heat Exchanger Manufacturing	30	TBD	Metro - Fresno
	CCVEDC 2218	CCVEDC Lead	Toilet Preparation Manufacturing	25	300,000 sq. ft.	ALL
	PROJECT RAINIER	GO-Biz Lead	Industrial Gas Manufacturing	50	40,000 sq. ft. 5 acres	ALL
	PROJECT MANGO MATERIALS	GO-Biz Lead	Chemical Product and Preparation Manufacturing	30	25,000 sq. ft. 5.0 acres	ALL
	CCVEDC 2220	CCVEDC Lead	Concrete Product Manufacturing	100	8 acres	ALL
	CCVEDC 2219	CCVEDC Lead	Perishable Food Processing	30	60,000 sq. ft.	ALL
	CCVEDC 2222	CCVEDC Lead	Metal Manufacturing	50	40,000 sq. ft.	ALL
	PROJECT MARVEL	GO-Biz Lead	Basic Inorganic Chemical Manufacturing	500	50 acres	ALL
	PROJECT ROYAL	GO-Biz Lead	Rubber Product Manufacturing	60	10 acres	ALL
	220502A1	Direct Lead	Roasted Nuts and Peanut Butter Manufacturing	20	70,000 sq. ft. 5.0 acres	ALL
	June	CCVEDC 2223	CCVEDC Lead	Plastics and Resin Manufacturing	TBD	10,000 SF
Project RUBICON		GO-Biz Lead	Meat and Meat Product Merchant Wholesalers	150	250,000 SF 40 acres	ALL
220614A1		Direct Lead	Land Subdivision	TBD	3,000 SF	ALL
220621a1		ICSC Lead	Fast-Food Restaurants	TBD	1 acre	Metro-Clovis, West-Firebaugh, East-Sanger, East-Reedley, West-Kerman
220621a2		Local Partner Lead	Aircraft Engine and Engine Parts Manufacturer	5	1,000 SF	Metro - Clovis

Project Zinc	GO-Biz Lead	Space Vehicle Manufacturer	750	750,000 SF 300 acres	ALL
Project Neptune	GO-Biz Lead	Biofuel Manufacturing	140	25 acres	ALL

Requests for Information

Month	Client Number	Source	Industry	Requirement
April	RFI- 220408	CCVEDC	Commercial	Owner of Property is selling building and inquired about the location being within the boundaries of opportunity zones. Fresno EDC identified that the property is within Fresno County Opportunity zone.
	RFI- 220407E1	Direct Lead	Hospitality and Entertainment	Client is currently gathering information to put together a hotel feasibility study for a casino operator in Fresno. EDC compiled information on youth sporting events, information on HSR plans, and hotel occupancy rates for Fresno/Clovis
	RFI 220429A1	CCVEDC	Industrial Floor Covering	Client requested incentive information for Fresno County. EDC provided list of incentives related to the client's business.
	RFI 220429A2	CCVEDC	Manufactures and distributes products and systems for irrigation	Lead generated from WestPack. Client has experienced some permitting issues with a fence he installed on his property. EDC provided the client with contacts and information to resolve the permitting issue.
May	RFI 220505A1	Direct Lead	Industrial Building Construction	An industrial building construction company was interested in the services the EDC provides clients in hopes that there may be some assistance we can provide in the future. The EDC presented an overview of our services and were introduced to the company's work and clientele.
June	RFI 220617a1	Local Partner Lead	Land development	A local business owner is interested in selling several parcels that have been in their family for decades. EDC has been asked to help coordinate connections to local brokers and/or potential businesses interested in purchasing one or more of the parcels.

Site Visit

Month	Client Number	Industry	SITE OR AREAS
May	220419A1	Commercial and institutional building Construction	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, 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	109	150
JOB PLACEMENTS	83	200
JOB POSTINGS	661	500
JOB FAIRS	7	4
EMPLOYER TRAINING	5	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.

John Lawson Truck Driving

Class A Truck Driving Class. The 10-week training is a partnership between Fresno County EDC, the Department of Social Services, West Hills Community 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 12-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.

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 the City of Fresno sphere of influence (SOI) limits and north of the City of Fowler SOI limits. In the third 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

Big Hat Days | Clovis

EDC staff attended the Clovis Big Hat Days on Saturday April 2, 2022. EDC staff was able to conduct outreach to small businesses for the Small Business Relief Grant Program and provided information on EDC business services. EDC staff provided a follow up email with each business with the Small Business Grant information. EDC staff followed-up with a phone call to make sure each business received the email and if they have any questions regarding the information provided.

NEO | All

The NEO business Papa Murphy's (Bertao Family Industries Inc) has been pleased with their NEO hire. Once the contract ends for this client, they will continue his employment with a promotion as the Night Manager. Papa Murphy's is a great example of the support that helps train the NEO employees to make sure that they are retained by the business for the full term of the contract and longer. Partnerships with businesses such as Papa Murphy's contribute to that success and help make a change in Fresno County.

Central Valley Training Center Program | City of Selma

The fourth cohort of 14 students graduated from the Central Valley Training Center on April 8, 2022. The graduates received pre-apprenticeship and hands-on construction training from professional carpenters, cement masons, electricians, and other specialists. Students graduated with more than five industry-specific certificates, including Confined Space, Hazmat, and Forklift certifications. Students also received a graduating gift of a work bag that contained tools to help get them started. Guests at the graduation included Selma Mayor Scott Robertson, each member of the Selma City Council, Supervisor Buddy Mendes, High-Speed Rail board member Henry Perea, High-Speed Rail staff, and a host of family and friends of the graduates.

NEO | San Joaquin

The BEAR team worked on finalizing the signing of Harralson Machine Works to the NEO Program. Harralson Machine Works is excited to work together with EDC and the NEO Team in building a strong foundation in the workforce. Harralson Machine Work is one of the many businesses that strive to help keep individuals working during these difficult times here in Fresno County.

Fresno EDC Real Estate Forecast | All

Fresno County EDC held our 17th Annual Real Estate Forecast. This exciting event discussed the health of Fresno County's booming real estate industry and how we are "Growing the California Dream"! It is an

essential event for realtors, developers, investors, and business and civic leaders to attend as well as a great networking opportunity. This year we had 320 in attendance at the DoubleTree by Hilton in Downtown Fresno. The event was hosted by President/CEO Lee Ann Eager and Nick Audino with guest speakers included Ethan Smith, Steve Flach, Beau Plumlee, Brett Visintainer, Sullivan Grosz, Peter Orlando, and Robin Kane.

Restaurant Care Fund | All

EDC Staff conducted business outreach for the Restaurant Care Fund available for businesses in Fresno County to apply from April 15th to April 30th of 2022. Restaurant Care Fund is a partnership with SoCalGas, PG&E, and SDG&E to offer \$3,000 grants to independent restaurants at the heart of our communities. EDC Staff provided the Restaurant Care Fund information flier as well as the qualifications to apply for the grant. EDC staff will follow up with the businesses to see who was awarded the grant.

Small Business Alliance Mixer | Selma

EDC attended the mixer to meet Selma business owners. EDC staff spoke to the businesses on how EDC can serve the businesses in the Selma community. EDC mentioned the NEO program, the monthly newsletter, also State and Local resources. The five businesses in attendance spoke to EDC staff after the meeting to sign up for the newsletter and receive more information about the NEO program.

Bringing Broken Neighborhoods Back to Life | Selma

EDC was asked by the organizer to attend this event. EDC staff set up an informational booth and approximately 50 attendees visited the booth. Information was handed out for the upcoming Central Valley Training class, EDC services and NEO. EDC staff was asked to speak to the crowd and their Facebook live stream about how EDC serves the Selma and Fresno County communities. EDC will follow through with about four businesses on specific requests for resources. In attendance was Sierra Auto Collision and EDC is assisting with permits and business licensing issues.

Reedley Job Fair | Reedley

EDC attended the Reedley Job fair hosted by the Greater Reedley Chamber of Commerce. Information regarding the next Central Valley Training Center Cohort class and starting dates was given at the event and on Facebook live. EDC staff introduced EDC services, NEO, to about eight businesses who were in attendance and will assist those businesses who were interested in the NEO program and any other incentives presented.

Town Hall Meeting | Sanger

EDC staff attended the first Sanger town hall meeting for 2022 hosted by Councilmember Hurtado. Businesses in the community attended to receive city resources and information. EDC was asked to attend and speak to businesses about the services EDC provides. Resources mentioned were the NEO program, WOTC and State and Federal incentives. EDC staff supplied the Sanger Chamber of Commerce the resource material presented to businesses to display at their office. EDC received contact information for the businesses in attendance to follow through on specific resources requested.

Port of Stockton Tour | All

President and CEO Lee Ann Eager and Client Services Manager Julian Ramos traveled to the Port of Stockton for a tour of the inland port, as part of the Governor's Transportation Commission. After an overview of the Port's history, Port staff briefed the participants on the capacity of the Port and the changes it has seen as a result of COVID-19 and the subsequent supply chain issues. Along with current

capacity, Port staff also discussed various projects underway to mitigate environmental impacts of daily operations in the immediate vicinity of the Port.

Hotel Feasibility | City of Fresno, Clovis

Attractions and Special Projects met with a firm conducting a hotel feasibility study in Fresno. The Attractions team submitted information on hotel occupancy rates and youth/sporting event information in the Fresno/Clovis area, extracted data from EDC's airport study, and detailed information on the High-Speed Rail timeline as well as new hotel developments and local special events. The information the EDC provided will show the need for additional hotels in Fresno, especially as local events return.

West Pack Trade Show - CCVEDC | All

Fresno County EDC attended California's largest packing event held in Anaheim. This year's event included businesses and experts in packing, automation, medical, design and manufacturing. Over the 3-day event, we held several discussions regarding water allocation, real estate affordability and availability, and workforce availability. The event generated 25 leads throughout the Central Valley and Fresno EDC has assisted 2 of those leads with guidance on incentives and permitting.

Farm of the Future Tour | Coalinga

The EDC Business Attractions Team and Sierra Resource Conservation District (SRCD) met the faculty at West Hills College - Coalinga (WHCC) to tour their 230 acre "working farm." This farm allows for research demonstrations in the field. The program consists of 8 technical programs where students can obtain a certificate in Agriculture Technology in just one year. There are 5 total faculty members facilitating the farm programs. WHCC faculty explained there is a need for a compost program and funding for additional equipment. SRCD expressed an interest in working with WHCC to further develop a mutually beneficial partnership. Fresno County EDC will connect WHCC with ATIP for federal funding and technical support.

Visit to Sacramento | All

Lee Ann was in Sacramento on April 26 to discuss Economic Development, International Trade, FDI, and Transportation. She was able to meet with Lieutenant Governor Eleni Kounalakis, her staff and the international staff from GoBiz. They would like to join us on international travel to promote California. She also met with Chair Liane Randolph of California Air Resources Board and discussed the CTC and CARB working together for the betterment of transportation for the State of California. Lee Ann was able to share the needs of the Central Valley. Lee Ann also had a productive meeting with the Secretary of the California State Transportation Agency, Toks Omishaken, where they discussed transportation and the Central Valley. The day ended with a meeting with Vince Mammano, Division Administrator with the California Division of the Federal Highway Administration.

South Central Fresno, Malaga, & Calwa Area Meeting | City of Fresno and County of Fresno

Lee Ann was invited to attend a meeting scheduled by Caltrans with the residents from South Central Fresno, Malaga, and Calwa to discuss proposed additional onramps on the 99 at American and North avenues. The participants voiced their concerns about work already being done in the area by Caltrans and the California High-Speed Rail Authority. Diana Gomez, Caltrans District 6 Director, gave explanations as to some of the road closures and construction projects. It was determined that there would be a follow-up meeting and the City of Fresno and County of Fresno would be invited along with the EDC.

Congressman Costa Press Conference | All

Lee Ann Eager took part in a Press Conference with Congressman Jim Costa to celebrate Fresno County EDC's new workforce training facility which is planned to be built at the West Fresno City College Campus site. Congressman Costa helped secure \$1.9 million to help fund Fresno EDC's new Central Valley Training Center. This facility will be a game-changer in terms of teaching skills in manufacturing, construction trades, information technology, and skilled welding. The students will also be able to obtain college credits for their training.

T-Mobile | City of Fresno and Selma

Fresno EDC and Department of Social Services (DSS) held a T-Mobile recruitment for DSS clients at two locations for the new call center located in Kingsburg. The starting wages for the Call Service Associate start at \$20/hour plus monthly bonuses. The additional benefits include medical, dental, and vision, matching 401(k), annual stock worth \$1,000, 75% phone service discounts, and educational reimbursements. The first recruitment was held on 4/20/22 at the Clovis location. The second recruitment was held on 4/25/2022 at the Selma location.



Baby Town | City of Sanger

The owner of Baby Town business was impacted by COVID 19 shut-downs and is struggling to recoup from those lost business sales. Through business outreach efforts in Sanger by EDC staff the owner was made aware of the Fresno Micro Business Grant and applied for the grant. The business was awarded \$2,500 and is grateful for the opportunity to receive the grant. The grant will assist in paying off some current business expenditures.

Chamber of Commerce | City of Sanger

The Executive Administrator at the chamber referred two businesses to the EDC. The businesses were heavily impacted by COVID-19 due to them being in the restaurant and salon industries. Both businesses are looking for any grants or incentives available which EDC staff directed them to the appropriate resources. EDC staff will continue to work with both companies to provide resources for retention and business support.

West Hills College Job Fair | City of Coalinga

A job fair was held to ramp up on hiring efforts in Coalinga with about 15 businesses in attendance. EDC staff spoke to several businesses regarding the New Employment Opportunity program and the benefits of hiring from the program. Businesses such as Harris Ranch, Denny's and True Organic were sent information on how to sign-up for the NEO program.

Firebaugh Micro Business Grant Outreach | City of Firebaugh

The EDC Business and Retention Team reached out to the Firebaugh City Manager, Ben Gallegos and provided EDC support for business outreach for the Firebaugh Micro Business Grant. During one of the city council meetings it was mentioned that only a few businesses had applied for the grant to receive \$7,500. EDC staff conducted business outreach in the city of Firebaugh and assisted a few businesses with the application process.

Dollhouse Salon | City of Clovis

EDC staff assisted Dollhouse Salon with the application process for the Micro Business Grant. Dollhouse Salon was impacted by COVID-19 and had to close their business twice during the pandemic. The business will benefit greatly from the assistance of the Micro Business Grant funds. During the pandemic, the business expressed that the bills kept coming and they fell behind some months. The business is grateful that the City of Clovis allowed time to pay the lease without penalty. The business anticipates using the \$2,500 funds awarded to pay off the remaining past due bills and complete some maintenance that the Salon will be needing.

NEO | City of Fresno

Valley Adult Day Health Care has enrolled into the NEO program. They had to work remotely due to the pandemic and had to minimize their staff. Post pandemic they have decided to go back to full time in office and increase their staff volume. The NEO program will be utilized to hire employees in June 2022. EDC staff will assist with their job postings and placements through the NEO program. Business is looking to hire a Program Aid/Caregiver, a Driver Program Aid, and a ADHC Program Driver. EDC looks forward to working with businesses as they look to hire from the Welfare to Work population to help decrease the unemployment rate.

International Council of Shopping Centers (ICSC) Conference 2022 | All

Two of our attractions team members, Client Services Manager Julian Ramos and Business Attraction Specialist Gina Chicconi, established all-important face-to-face connections with retailers, developers, city management, and economic development agencies at the International Council of Shopping Centers (ICSC) Conference in Las Vegas. Our team is passionate about establishing relationships with retailers on behalf of our 15 cities as these types of connections are the driving force of economic development.



IEDC Economic Development Week 2022 | All

The EDC celebrated the International Economic Development Council's (IEDC) 2022 Economic Development Week (May 9-13) by posting content showcasing our successful programs and providing

ways to contact us to learn more, as well as utilizing the #EconDevWeek22 hashtag on all of our posts to draw in a new audience via IEDC.

- Monday: Introduction to Economic Development Week;
- Tuesday: Board of Supervisors Proclamation presentation to staff recognizing the work we do in our community;
- Wednesday: Workforce Development Program Highlights;
- Thursday: NEO Testimonial from one of our long-time NEO participants who now in turn hires through NEO; and
- Friday: Video announcing our move and promoting our Annual Event in October.

ATIP | All

Coordinated meeting with Roger Isom, CEO of WAPA - Western Agricultural Processors Association - to showcase ATIP's GIS database of biowaste producers, locations, and amounts which calculates the optimal location for biodigesters to convert the waste into methane or other value-added products. WAPA will survey their members to add to the database and ATIP will share the findings to help growers find innovative solutions for their waste products.

The next few ATIP meetings will be coordinating our first Advisory Council meeting.

West Pack Trade Show - CCVEDC | All

Fresno County EDC attended California's largest packing event held in Anaheim. This year's event included businesses and experts in packing, automation, medical, design and manufacturing. Over the 3-day event, we held several discussions regarding water allocation, real estate affordability and availability, and workforce availability. The event generated 25 leads throughout the Central Valley and Fresno EDC has assisted 2 of those leads with guidance on incentives and permitting.

Münster, Germany Sister City Delegation Visit | City of Fresno

EDC Staff greeted the delegation, which included various city officials: Mayor Markus Lewe, City Planner, Provost of the local university, Chief of Police, Chamber of Commerce Head of Digitization Sebastian van Deel, Münster Economic Development Agency CEO Enno Fuchs, among six others. We gave each member a copy of our presentation in addition to our business cards.

EDC Staff gave a presentation featuring four topics:

1. Fresno EDC and our services
2. The City of Fresno - background, demographics, High Speed Rail
3. Foreign Direct Investment, with highlights of German FDI in our county and state
4. Fresno Quality of Life - city attractions and events

Mayor Markus Lewe expressed his enthusiasm for the HSR and highlighted the positive economic, environmental, and social impacts the HSR has had in his community as well as Germany.

The City Planner gave a presentation on the history and planning of Münster, after which the MOU (attached) was signed. Tiffany engaged in discussion with Sebastian van Deel and Enno Fuchs regarding areas of economic growth and collaboration between our regions, including hydrogen power (Enapter) and a recent battery factory (Cummins) which was constructed in Münster. Discussed were the possibility to increased bike infrastructure with one of the members of the delegation. The entire

delegation is particularly focused on collaboration centered around environmental sustainability. Attractions will follow up on these FDI leads.



Fresno County Industrial Park Developer Meeting | County - Eastside

EDC staff Lee Ann Eager and Will Oliver joined Supervisor Brandau at a meeting with about 30 local developers, property owners and real estate brokers, to share the latest updates about the proposed Fresno County Industrial Park. The county concluded a feasibility study and preliminary financial analysis for a nearly 3,000 acre area between American and North Avenues and Peach and Fowler Avenues. Provost & Pritchard presented the feasibility plan which detailed several land use scenarios, infrastructure considerations, and opportunities and limitations that the project presents. Joseph Dieguez with Kosmont Companies provided a summary for the preliminary infrastructure funding analysis using the county's share of future property tax increment, among other tools. The county will make a determination on when to publish the feasibility analysis and how to proceed with the proposed concept.

New NEO Business | All

The BEAR Team focused on conducting business outreach to the Senior Living Facilities in Fresno County to meet the candidate's skills as Caregivers in the ready2hire portal and help fill employment for both the business and the job seeker. EDC will follow up with the companies contacted to complete enrollment into the NEO program. Additionally, the following businesses have enrolled into the NEO program and are actively seeking candidates to fill their hiring needs as well as help make a difference in the community. (JD Food, FaceLogic Spa, The Driver Services, and four locations for New Caney, Inc. dba Denny's).

DSS Ribbon Cutting | Clovis

The Cook Land Company was looking to lease the former Costco warehouse in Clovis. Fresno County EDC's President and CEO, Lee Ann Eager mentioned the Department of Social Services' need for a New Child Welfare Service Division Building. The Cook Land Company is the first in the Nation to convert a former Costco warehouse into a Class A office space. The former Costco facility will provide more than 138,000 square feet of office space, which will be used to relocate nearly 550 Child Welfare staff and consolidate six buildings into a single, central campus. This project was completed in just 13 months with the help of Quiring General, LLC. Jerry Cook has mentioned his gratitude for Lee Ann's facilitation and help with the introduction to the Department of Social Services.



Central Valley Training Center | Selma and Fresno County

As graduation approaches for cohort 5, EDC staff assisted the students with writing and/or updating their resumes. Additionally, EDC staff assisted the students get prepared for their upcoming job fair with mock interviews. Cohort 6 began on June 27th with orientation for the first week. Changes were made to the training calendar to improve student engagement.



Fresno Rural Convening Meeting | All

EDC staff attended to listen and support Rural Fresno community members at the first in-person meeting to determine next steps for our region's Community Economic Resilience Fund (CERF) application. The meeting brought stakeholders to the table as conveners to finalize the "Collective Partnership Agreement" letter to keep our region competitive for these funds. CERF funds will transform our region over the next two decades to achieve the following goals:

1. High quality jobs
2. Remove barriers to access those jobs
3. Move towards a carbon-neutral economy



Truck Driver Orientation | City of Fresno, Clovis & Fresno County

Fresno EDC staff participated in the Truck Driver orientation held at the Department of Social Services (DSS) in Clovis. Individuals that are receiving assistance from DSS are given information about the program in hopes that this can be a new career change. EDC provides information about the program partnership and the business needs have licensed Truck Drivers. After building excitement the clients then start working on getting their documents in order to participate in the upcoming class that starts on July 18th, 2022.



Chenguang Conditional Use Permit Approval | Fresno County

Attractions staff helped a foreign direct investment client navigate a particularly challenging Conditional Use Permit application. The client obtained approval for their permit, which will allow them to begin the construction/permitting process. Fresno EDC has been working with Chenguang since 2019 and continues to assist them throughout the process. Site plan and building permitting will soon follow with the assistance of Fresno EDC.

Central Valley Training Center Meet and Greet Advertising Campaign | Selma & Fresno County

EDC's Social Media and Executive team drafted a new marketing strategy for EDC events including billboards, bus advertising, and social media ad campaigns. The Social Media team designed targeted advertising campaigns on Facebook and LinkedIn to attract business event attendees and CVTC enrollees. To date, the Facebook campaign has reached over 7,000 people, generating 144 post engagements and 64 link clicks, which resulted in 34 users who expressed interest in attending the event. The team followed up with personal messages including contact information for EDC's Business Expansion and Retention Coordinator if they are a business interested in attending the event, and

information on signing up for our CVTC program if they are individuals interested in our pre-apprenticeship training program. The LinkedIn campaign generated dozens of engagements and nearly 1,000 impressions.



Presentation to City Council | City of Fresno

The EDC was thrilled to give an overview of our services to the Fresno City Council to inform Councilmembers of the services that EDC provides. President/CEO, Lee Ann Eager presented our Executive Staff and Board of Directors as contributing leaders who lead valuable perspectives from diverse facets of the community, provided an overview of EDC Staff and the myriad of roles we play. The spotlighted our partnership with the City of Fresno as a value-added partnership serving the Fresno Community and sharing economic development goals. Will Oliver introduced the Special Projects and Initiatives Team, including how EDC uses data to drive day-to-day activities around expansion, retention, and attraction strategies.

Client Services Manager Julian Ramos introduced and provided an overview of the Attractions Department and the role it plays in bringing businesses and jobs to Fresno County. From a targeted attractions perspective, the businesses we pursue are those which our data team's industry cluster analyses deem uniquely suited to thrive in our county. Several represented sectors include: Agriculture manufacturing, clean energy, logistics and distribution, construction, and water technology, among others. In many instances our targeted attractions strategy involves Foreign Direct Investment, which is obtained through partnerships we cultivate with firms such as Sierra Agra and Blue White Robotics.

Our Business Expansion and Retention (BEAR) Team described how they connect businesses to workforce development, financing, tax credits, and other incentives. This work has resulted in 1,040 business engagements annually, 2,220 referrals annually, and \$14M in PPP Referred Loans. The BEAR Team's Workforce Development programs include our internationally award-winning New Employment Opportunities Program, and our Workforce Training Programs include the John Lawson Truck Driving Program, Valley Apprenticeship Connections, and the Central Valley Training Center.

Finally, Will Oliver described how we have developed a novel Inclusive Community Scorecard through Fresno's Impact Economy as a part of the DRIVE Initiative in order to promote a new, data-driven approach to economic development focused on attracting businesses and creating jobs with the greatest social, environmental, and economic impact on our community.



Sierra Agra USA in Fowler – Fresno County and Five Cities

The EDC has worked with Sierra Agra USA since 2019 as they have made plans to launch their first U.S. facility. Using state of the art Italian engineered processing equipment, they will use seconds, culls, grade outs or imperfect product as a plentiful feedstock to create food grade juices, extracts, purees, concentrates and aromas. The EDC has provided a wide variety of services, from securing over \$1M in state tax credits, accessing Cal Recycle equipment loan financing, to providing an impact analysis to help shape their compensation and benefits offering, with their minimum wage starting at \$22 per hour. They are currently completing tenant improvements in an 80,000 sf facility in Fowler and will conclude the final installation of their food processing equipment from Parma, Italy. In June, EDC staff connected Sierra Agra with CMTC and the Fresno Regional Workforce Development Board to assist with receiving an Employment Training Panel contract (ETP) and on-the-job training funding. With ETP funding, Sierra Agra will be able to recruit a wide pool of jobseekers, upskilling their new talent on lean practices, effective teams, and tailored training around their unique equipment. Once fully operational, Sierra Agra will employ over 120 positions in the Fowler community.

Fresno's Impact Economy Initiative | City of Fresno

Fresno's Impact Economy, a pilot initiative funded by the James Irvine Foundation and led by the EDC, has completed over a dozen focus groups to determine targeted participant profiles for candidates to serve on the initiative's Resident Leadership Advisory Group (RLAG). The RLAG will participate in a 2-day symposium in August and will help to inform the inputs and priorities included in the initiative's Inclusive Community Scorecard. Following this event, FIE will assemble a capital roundtable to develop a proposed fund structure that endeavors to allocate private growth capital conditioned on local benefits created in Fresno.

On June 29th, the FIE team presented an update on this initiative to the Kresge Foundation with a particular focus on community-informed priorities, measurable project outcomes, and the long-term needs of the initiative. EDC and its partners will seek to follow up with the Kresge Foundation to discuss potential assistance this national organization can provide to the FIE initiative.

Van G Logistics Emissions Report | Fresno County

Fowler-based Van G Logistics recently unveiled an ambitious project to establish one of the first inland port facilities in the Central Valley, providing rail transport to the ports of Los Angeles and Oakland. Using publicly available data and prior research into the economic and environmental benefits of the inland port concept. EDC's Special Projects team developed a report analyzing the expected environmental impact of Van G Logistics' transition from long-haul trucking routes to freight rail service. From this analysis, the Special Projects Team was able to demonstrate that a transition from truck to rail freight could result in a net savings of over 600kg of CO₂e per truckload on routes to the Port of Los Angeles, and over 500kg of CO₂e per truckload on routes to the Port of Oakland. The team has also expanded their research to the whole Fresno County, developing a calculator that allows businesses to calculate the environmental impact of participation in an expanded Inland Port concept.

Select USA | Fresno County

Fresno County EDC Client Services Manager Julian Ramos traveled to Washington DC this past week to attend the international SelectUSA Investment Summit as part of the California delegation led by Lt. Governor Eleni Kounalakis. Hosted by the US Dept of Commerce, SelectUSA focuses on facilitating job-creating business investment into the US and raising awareness of the critical role that economic development plays in the US economy.

As the top Foreign Direct Investment (FDI) event in the country, SelectUSA has facilitated more than \$105 billion in investment, creating and/or retaining over 138,000 US jobs. A record-breaking year for the event, there were over 3,600 attendees from 70+ international markets. During the 3 day event, Fresno County EDC met with over 20 international companies - from startups to multinationals- to highlight the many reasons Fresno County is the premier location for business prosperity. EDC was able to garner strong interest from companies in Ag tech, manufacturing, and food processing. As a result of those meetings, several leads were generated and the EDC is moving forward in coordinating next steps.

As part of the Governor's Office of Business and Economic Development California delegation, the EDC also attended receptions held by the Japan External Trade Organization and the Indian Embassy. These events presented additional opportunities for EDC to reach a targeted audience that had interest in the hydrogen and green technology spaces. Many of the contacts made were aware of Plug Power's plans to build the west coast's largest green hydrogen production facility here in Fresno County. Using Plug Power's commitment to Fresno County, the EDC was able to further discussion with businesses that are interested in contributing to an industry cluster around hydrogen production.





APPENDIX

Item 1

Clients and Businesses Contacted

Five Cities JPA

Fowler

California Hats
DC Fit Fitness Club
Idance Co

Pizza Factory
RK Ice Cream

Bobby Salazar's Mexican
Food Products.

Kingsburg

Bella Bakery
Best Shots Photo Booth

For the Birds Garden & Gifts
Gifts on Draper

Salon Zen
Tuscan Gardens

Orange Cove

Chapa's Auto Repair

City of Orange Cove

Parlier

Arteaga Mexican Restaurant
United Health Centers

Reedley

Cottonwood Clothing
Drunk Donkey

Pasteleria Plaza Reedley
Willie's Cafe

Sanger

Alecs Treasures Clothing
Apaches Barbershop
Araceli's
Creative Nails and Spa

Definitive Staffing Solutions
Inc Sanger
Fresno Fab-Tech, Inc.
Gibson Wine Company
JUST PRINT!

L & L Salon & Tanning
Las Cabanas Taqueria
Mi Mundo de Sabores
Rubia's
Teaze Hair Studio

Selma

Central Valley Engineering &
Surveying, Inc.
Java Express

Kery's Fashion
La Mexicana
Selma Nutrition

T-Mobile
Valverde Tile Company
Wilkin's Drive In

East Side Rural/Unincorporated

Tri-F Consolidators Inc.

Metro

Clovis

Accounting America
Assured Senior Living
Solutions
Big Bear Apparel
Blast and Brew
Bobby Salazar's Mexican
Restaurant Clovis
Casa Maria
Clovis Stationary Office
Supply
Denny's (Shaw Ave) Clovis
Dollhouse Salon

Facelogic Spa
Green Planet Cleaning Pros
Head to Toe Salon
House of JuJu
Kuppa Joy - Clovis
Old Town Cafe
On the Edge
Panaderia Cafe Oaxaca
Rodeo Coffee Shop
Rushour
Rustic Lace Boutique
SMS Services Inc.

Salsa Cantina
Scoop's, Soups and More
The Local
Unions Jacks Pasty Shack
Wawona Frozen Foods
CALBEC Group
Denny's (Shaw Ave) Clovis
A Mind Above, A
Professional Psychology
Corporation

Fresno

Aladdin's Carpet Inc. dba
ServiceMaster Advanced
Cencal Wingstop LLC
Fairwinds-Woodward Park
Libelula
AM Properties
Advanced Emission
Aladdin's Carpet Inc. dba
ServiceMaster Advanced
Alena Foods
Alert-o-Lite
Arte Americas
Atria (formally Brookdale
and Pacifica Senior Living)

B&B Transport Inc
BJO, LLC dba Olde Tyme
Kettle Korn
Baljeet Sidhu, MD
Bobby Salazar's Mexican
Restaurant and Cantina, Inc
CAL STATE MUFFLER AND
BRAKE INC
Callejas Cakes Fresno
Carpenters Training
Committee for Northern
California
Cencal Wingstop LLC
Centers for Living

Central Valley Community
Sports Foundation
Central Valley Machining
Inc.
Certified Meat Products
Contemporary Services
Corp.
DD's Bakery, Inc. dba DD's
Bakery
Exhibit Supply Company
Fresno Chaffee Zoo
Fresno Humane
Fresno Medical Center Inc.

Fresno Plumbing & Heating, Inc.
Fresno Tours
HandsOn Central California
Helados La Tapatia
Holland Park West
Honest Freight
Ideal Care Centers, Inc.
Inspire model and talent Training
Irene's Cafe
JD Food
Jagdeep Singh Insurance Agency Inc.
Katch Environmental
Kingston Bay Senior Living
La Boulangerie
La Cocina De Mama
La Panaderia el Buen Gusto
La Tapatia Tortilleria, Inc.
Las Mananitas
Law Offices of Paul M Smith II
Live Again Fresno
Living in Truth Jewelry
Lyons Magnus Inc
Mcwealth Care Inc

Metro Unincorporated

Pioneer Drug Store

Coalinga

Coalinga Me-N-Eds
Harris Ranch Feeding Co.
Melmis Company, Inc

Firebaugh

Anthony's Shop
Buster Enterprises dba
Firebaugh Pizza
Eagle Donuts

Huron

The LEAP Institute

Kerman

MJ Avila Company
Ceviches & Beer Kerman, CA.

Moravia Wines & Event Venue
Neighborhood Thrift
Nor Cal Carpenters Union
Oakmont of Fresno
Oasis Massage
Oro Financial of Ca, Inc
Outback Inc. dba Outback Materials
Pacific Gardens and Rehabilitation Center
Papa Murphy's Pizza
Param Foggora dba Clear Vision Medical Center
Patrick's Music ETC
Quality Uniforms and More
RH Community Builders LP
Rhapsody Soul Food Restaurant
Rice on Wheels
Rocky Mountain Chocolate Factory
Sally Novelty Craft
San Joaquin Rehabilitation Hospital
Scrimco Inc.

Tri-F Consolidators Inc.Vitro
Biagi Bros

West Side

New China Restaurant
Panaderia el Trigal
Royal Burrito

Firebaugh Hardware Co.
Giant Burger
Hiller Aircraft
La Fiesta Carniceria

Sequoia Brewing Company
Bar and Grill, LLC
Serenity Group Homes
Solar Maintenance Pros Inc.
StudentNest
Sunrise
Super Pollos Tacos
The Brownie Baker, Inc
The Discovery Center
The Driver Service LLC.
The Light-House
The Lincoln Pub & Grub
The Terraces at San Joaquin
The Vineyards (Armenian Home)
Tower Theatre
Turnkey Energy
VIPL Global Inc DBA Central Valley Auto Glass
Valley Adult Day Health Care
Vigilant Private Security, Inc.
Westmont Living
Ideal Care Centers, Inc.
Nations Roof West, LLC.
Helados La Tapatia
RH Community Builders LP

Effycent

Taqueria Gonzalez
The Salty Pickle

Latino Market
Tharp's Farm Supply, Inc.
Valdez Tire Shop and Towing

Mendota

Gonzalez Hall and Promotions

San Joaquin

CARQUEST Auto parts and Harralson Machine Works

West Side Rural/Unincorporated

City of Avenal