



# County of Fresno

## Quarterly Activity Report

Quarter 3

Fiscal Year 2021-2022

January 1, 2022 – March 31, 2022

Lee Ann Eager	President/CEO
Sherry Neil	Chief Operating Officer
Paul Thorn	Controller
Andrea Reyes	VP of Business Development
Will Oliver	VP of Business Services
Julian Ramos	Client Services Manager
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
Renée Nuanes	Economic Support Specialist/Office Manager
Merritt Pacini	Executive Assistant to the CEO
Miguel Ruelas	Business Expansion and Retention Coordinator
Eric Salas	Economic Development Specialist
Cha Vang	Workforce Training Coordinator
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](http://www.fresnocountycities.com);
4. The EDC will maintain, monitor, and draft any required revisions of the County's Comprehensive Economic Development Strategy (CEDS) for approval by the County and help the County achieve the economic development objectives of the CEDS; 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 3, FY 21-22

#### Industrial, Office, and Retail Vacancy

In Fresno County this quarter, the industrial vacancy rate decreased from 2.4% to 2.2%, the office vacancy rate remained the same at 8.8%, and the retail vacancy rate decreased from 5.1% to 4.8%.

Q3 FY21-22	Industrial	Office	Retail
Fresno County	2.2%	8.8%	4.8%
East Side	2.5%	0.4%	1.9%
West Side	1.0%	1.3%	7.0%

Source: CoStar.com

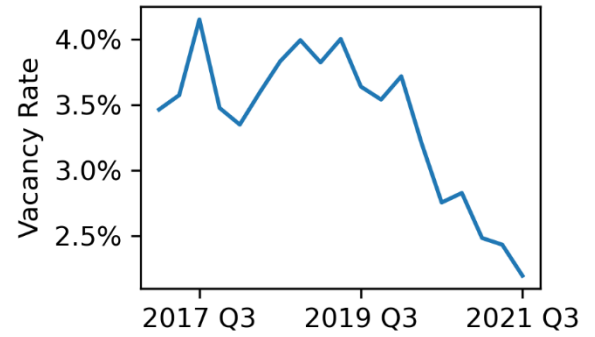
#### March 2022 Unemployment Rates

The unemployment rate in Fresno County was 7.6% in March 2022, an increase from 7.0% in December 2021. This compares to a non-seasonally adjusted unemployment rate of 5.4% for California and 3.6% for the nation during the same period.

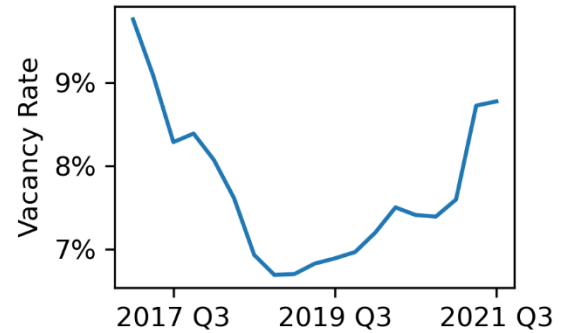
Area	Labor Force	Unemployment Rate
Fresno County	455,200	7.6%
East Side Cities	56,200	10.1%
West Side Cities	26,300	12.2%
Metro Cities	289,900	4.7%
Unincorporated	82,800	14.7%

Source: State of California Employment Development Department

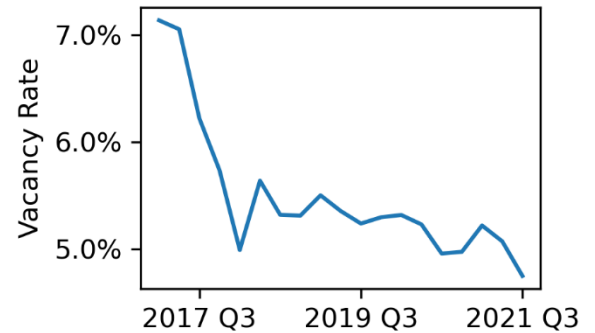
#### County Industrial Vacancy



#### County Office Vacancy



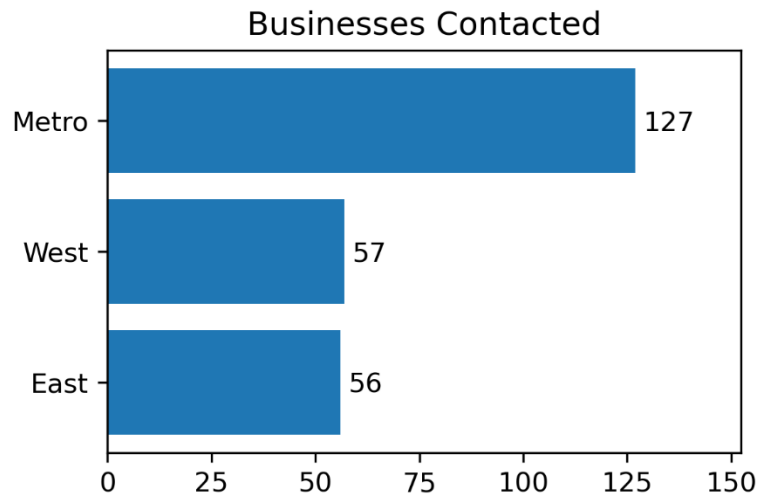
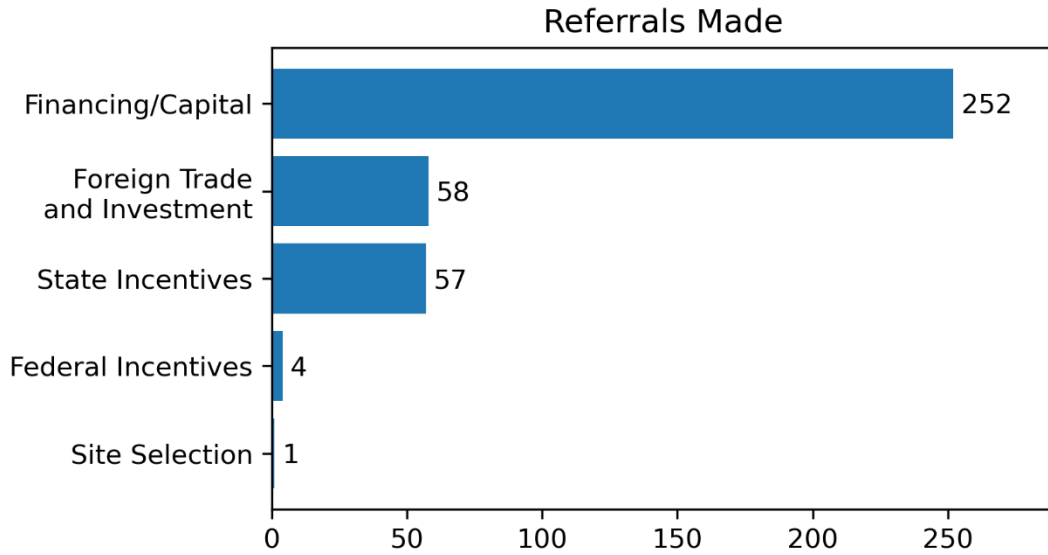
#### County Retail Vacancy



## 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:

	Q3 2021-2022
<b>Businesses and Clients Contacted</b>	<b>240</b>
<b>Referrals</b>	<b>372</b>



<b>East Side</b>	<b>West Side</b>	<b>Metro</b>
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 third quarter, the EDC generated **15** new business leads and responded to **5** requests for information.

### New Leads

Month	Client Number	Source	Industry	Jobs	Site Requirements	Regions
January	CCVEDC 2115	CCVEDC Lead	Perishable Prepared Food Manufacturing	498	250,000 sq. ft.	West - Kerman; West - Mendota; West - San Joaquin; West - Unincorporated
	Project Gold Rush	GO-Biz Lead	Used Car Dealers	610	200,000 sq. ft.   100.0 acres	All
	220118A1	Direct Lead	Process Physical Distribution and Logistics Consulting Services	35	TBD	Metro - Fresno
February	Project Atlas	GO-Biz Lead	Biomass Electric Power Generation	85	100.0 acres	All
	220210A1 Honest Freight	GO-Biz Lead	General Freight Trucking Local	50	5,000 sq. ft.   5.0 acres	Metro - Fresno; Metro - Clovis
	220214A1 Hilton	ICSC Las Vegas	Hotels (except Casino Hotels) and Motels	TBD	2.0 acres	Metro - Fresno
	Project USWTE Investments	GO-Biz Lead	Recyclable Material Merchant Wholesalers	40	30,000 sq. ft.   5.0 acres	All
	220216A1	GO-Biz Lead	Distilleries	3	12,000 sq. ft.	Metro - Fresno
	220225A1	Local Partner Lead	All Other Plastics Product Manufacturing	40	10,000 sq. ft.	All
March	220304A1	Local Partner Lead	Electrical Contractors and Other Wiring Installation Contractors	10	20,000 sq. ft.   2.0 acres	All
	Project Netflix (Atlas), 2022	GO-Biz Lead	Motion Picture and Video Production	TBD	Closed, idle, abandoned large scale industrial facility for filming.	All
	220314E1	Direct Lead	Electrical Contractors and Other Wiring Installation Contractors	250	20,000 sq. ft.	Metro – Fresno
	220316A1	CCVEDC Lead	Turbine and Turbine Generator Set Units Manufacturing	TBD	TBD	All
	220321E1	Direct Lead	Food Manufacturing	50	100,000 sq. ft.   5.0 acres	Metro - Fresno
	220331E1	Direct Lead	Aircraft Engine and Engine Parts Manufacturing	40	10.0 acres	Metro - Fresno

## Requests for Information

Month	Client Number	Source	Industry	Requirement
January	RFI 220112	Direct	Commercial Construction	Client was interested to know which projects they have under construction fall within an OZ and the new NMTC map. We also provided information on Cal Competes Tax Credit.
February	RFI 220210	FedEx	Unknown	FedEx is working with a client that is interested in the industrial market. They asked for lease rates on industrial buildings ranging from 25,000-125,000 sq. ft. Data was compiled and sent to client.
	RFI 220325	GO-Biz Lead	Electronic Shopping and Mail-Order Houses	JLL asked EDC to provide local tax and incentive information for 3 locations they identified in Fresno County for a direct fulfillment center.
March	RFI 220329	Direct Lead	Administration of Housing Programs	EDC was asked to provide demographic and housing information for an affordable housing developer.
	RFI 220303	Local Partner Lead	Offices of Physicians	EDC was asked to provide an analysis on local demographics to provide an economic snapshot of the county.

## 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	62	150
JOB PLACEMENTS	48	200
JOB POSTINGS	468	500
JOB FAIRS	6	4
EMPLOYER TRAINING	4	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.

### 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.

### 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.

## 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
<b>Total</b>	<b>331</b>

## 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

### Meetings with CalTrans staff regarding Proposed County Industrial Park project | All

Lee Ann Eager and EDC staff held several meetings with CalTrans District 6 Director Diana Gomez, and staff to discuss impending CalTrans projects within the proposed County Industrial Park area. Several projects are slated for North Avenue and American Avenue, which will allow for improved heavy-duty truck traffic circulation and on and off ramp access onto Highway 99.

### Scannell Properties | City of Fresno

Fresno EDC has worked with Scannell Properties on their industrial project that is going to be built on 45 acres on Nelson Avenue in Fresno. President & CEO, Lee Ann Eager spoke on behalf of our client Scannell Properties on the Council District 3 Project Review Committee. The project had positive results to move forward.

### **Central Valley Training Center Program | City of Selma**

The Central Valley Training Center will be completing its fourth cohort on Friday, April 8, 2022. A total of 14 participants will be graduating after a 12-week pre-apprenticeship class with hands-on construction industry training. During the month, the participants were able to build their resumes and participated in a mock interviews. They will be attending a job fair hosted by the Fresno County EDC with seven businesses seeking to hire for multiple positions reflecting their current training. The graduates have shown a high level of enthusiasm and excitement as the cohort training is coming to an end.

### **DC Advocacy for \$125M in Federal EDA Grant Requests | All**

Vice President of Business Services Will Oliver and Special Projects Coordinator Chris Zeitz joined a delegation led by the Central Valley Community Foundation and traveled to Washington DC to advocate for historic grant funding made available by the U.S. Economic Development Administration.

The delegation focused on two companion proposals, CVCF's Build Back Better Challenge (BBBC) grant application and EDC's Good Jobs Challenge submission. The BBBC application is anchored by the DRIVE Future of Food Innovation Corridor Initiative, which sets out a long-term vision to retool the region's predominate agricultural sector, leveraging the regions academic capabilities and economic assets to create value-add commercialization of climate-smart ag-tech development, upskilling of transitioning workers, financing and technical support for smallholder farmers, and food access for those residing in poverty. The EDC's Good Jobs Challenge submission, Built 4 Scale, organizes the four county region of Fresno, Madera, Tulare and Kings Counties, in developing short-term, shop-floor centric upskilling and on-the-job training programs in partnership with local manufacturers, building trades, national non-profits, workforce development boards and community action agencies.

The delegation participated in nine meetings, including the U.S. Department of Commerce (EDA), Department of Labor, Department of Agriculture, Department of Energy, US Senator Padilla, US Senator Feinstein, Congressman Jim Costa, The Urban Institute and America Achieves. The Central Valley delegation spoke with a unified and strong voice about the companion proposals and EDA funding decisions are expected by early summer.

### **Reedley College Job Fair | Reedley**

Fresno EDC staff attended the Reedley College Job fair along with about 30 other businesses. EDC staff provided information to approximately 20 students on the Valley Apprenticeship Connections, Central Valley Training Center, and Truck Driving Training programs. Out of the 20 students, about five signed up to receive more information. EDC staff also provided information to 15 businesses that attended on the New Employment Opportunities program and Work Opportunity Tax Credit program. EDC Staff will follow through to provide the information to the interested businesses. EDC provided a raffle prize with four Grizzlies tickets, EDC tumblers, and bobble heads.

### **Microbusiness Grant | All**

EDC partnered with the Fresno Area Hispanic Foundation (FAHF) to provide businesses in Fresno County with information on the Fresno County Micro Business Grant. Businesses could apply to receive up to \$2,500 from March 1 - to April 8, 2022. EDC Staff contacted over 161 businesses to give them information on where and how to apply. Of the 161 businesses, 25 have applied for the grant. Applications will be reviewed for approval starting April 11<sup>th</sup> and FAHF will notify businesses after the vetting has been completed.

### **Big Hat Days Clovis Chamber Mixer | Clovis**

Fresno EDC staff attended the Clovis Big Hat Days mixer on Wednesday, March 16, 2022 at the Chamber of Commerce in Clovis. EDC staff provided information on EDC business services and the New Employment Opportunities program (NEO) to seven businesses. EDC staff followed-up with an email to each business with information based on each conversation. EDC staff will follow-up with a phone call by April 11, 2022, to see if each business received the email and if they have any questions regarding the information provided.

### **Central Valley Career Fair Sierra Vista Mall | Clovis/Fresno**

Fresno EDC staff attended the Central Valley Career Fair on Wednesday, March 16, 2022, at the Sierra Vista Mall and distributed NEO and other business resources to businesses in attendance. The event hosted 25 employers looking for employees. EDC staff also distributed the Central Valley Training Center (CVTC) flyers for the upcoming fifth cohort to those in attendance seeking employment. EDC staff was also able to discuss CVTC with a few businesses within the construction trades. EDC staff followed up with those businesses to invite them to the upcoming CVTC meet and greet job fair. EDC staff provided a follow-up email to each business with information based on each conversation. EDC staff will follow up with a phone call by April 11, 2022, to see if each business received the email and if they have any questions regarding the information provided.

### **NEO | All**

EDC BRS continues to work with the NEO businesses by helping fill their hiring needs and make a difference in the Fresno County Workforce. - HandsOn Central California has been in the NEO program since March 2022 and has kept both employees hired through the program. HandsOn stated "The NEO program has helped us build our team at HandsOn - Our two NEO hires have moved into other programs within the agency. We are looking for our next gem!"

### **SIAL | All**

Fresno EDC Staff attended SIAL America Las Vegas in its first expo in the United States. SIAL's purpose is to unite the entire food community and displays all food and beverage categories to key importers, food service companies, distributors, retailers, and wholesalers. The convention was from March 22 to 24 at the Las Vegas Convention Center. Fresno EDC staff attended to identify international businesses that are looking to expand in California and highlight why Fresno County is the premier location for their expansion. Although most businesses exhibiting their product were aiming to sell their product, there were businesses that showed interest in Fresno County. Fresno EDC staff is continuing to hold conversations with the businesses to place them in locations that will match their requirements.

### **220304A1 - Electric Contractor | All**

Fresno EDC has been working with a local electric contractor who is looking to expand into a new space for their growing company. The relatively young company has seen substantial growth in the last few years and has a need to expand into a larger facility. The company has shifted focus from residential to commercial solar/EV charging station infrastructure and has completed work for Tesla, SCCCD, and Fresno Unified. EDC has worked on site selection, introduced the client to local landowners/developers, and has also supported the client in their Cal Competes Tax Credit application.

### **SRCD and OPR | All**

Fresno County EDC, Cal Biz Office of Planning and Research (OPR), and Sierra Research Conservation District (SRCD) met to discuss the regional woody feedstock Aggregation Program that OPR is spearheading. Five projects were approved and are being funded with an approved \$2.5M in grant funds

from the Wildfire Expenditure Plan. SRCD hopes to be the sixth (self-funded) project. SRCD will take the request to their Board of Directors for approval.

#### **ATIP and SRCD | All**

At the beginning of March, Fresno County EDC met with the Sierra Resource Conservation District (SRCD). EDC and SRCD have had an MOU since 2016. The meeting served two goals; to introduce new Attractions staff to SRCD and to find alignment in our ongoing work advancing the bio economy. SRCD has been looking for support for a biomass micro grid campus project in Auberry CA. Fresno County EDC saw an opportunity to introduce the two organizations for collaboration. This relationship has evolved quickly and has expanded into a partnership on several upcoming projects and grants.

#### **County Industrial Park Project, County of Fresno**

The EDC met with Diana Gomez, Caltrans District 6 Director, and the County of Fresno to discuss the County Industrial Project and the plans that Caltrans has for on-and-off ramps in the area. Caltrans is ready for added construction and business in the area. Lee Ann and Supervisor Brandau held a meeting with Samir Sheikh, Executive Director of the San Joaquin Valley Air Pollution Control District to discuss the County Industrial Project and the process with regards to air pollution. Lastly, the EDC organized a briefing between Kosmont Companies and the County of Fresno to discuss prospective property tax revenue anticipated from the proposed County Industrial Project. Kosmont completed the initial analysis detailing how much funding could be bonded to implement critical infrastructure improvements in the short-term to catalyze the project over the long-term.

#### **Veterans Boulevard Groundbreaking | All**

Lee Ann and Will attended the Veteran's Boulevard Groundbreaking with the City of Fresno and partners to announce the funding and ensuing construction of the Boulevard. The EDC look forward to the completion of construction in the next 24 months which is part of an important thoroughfare that will relieve traffic congestion and provide a connection for residents on the west side of Fresno. This program has been a long time coming as Veterans Blvd has been a focus of the One Voice trips to Washington DC over the past 12 years. The federal and state funding has been granted to go along with Fresno County and City of Fresno funding to make this happen.

#### **Press Conference – Congressman Costa | All**

President & CEO Lee Ann Eager attended a Press Conference with Congressman Costa to highlight the potential benefit of the Federal Bridge Formula Program. This program is a historic investment thanks to the Bipartisan Infrastructure Law. The Bridge Formula Program will help repair aging bridges and other transportation projects in California.

#### **Firebaugh Micro Business Grant | Firebaugh**

EDC staff received information that businesses in the City of Firebaugh can receive a grant for \$7,500 for micro businesses. The grant is exclusive to Firebaugh and EDS staff contacted more than ten businesses that qualify for the grant. There is no time limit to apply but it is first come first serve. The EDC staff is also working with City Manager Ben Gallegos to identify additional businesses. The EDC staff will be following up to ensure the Firebaugh businesses have applied or to offer additional assistance, if needed.

#### **NEO | All**

Fresno County EDC's Business Retention Specialist continues to work closely with businesses helping businesses fill their hiring needs within the Fresno County Area for the month of February. During the

month, seven clients have obtained employment with businesses in the NEO Program. Las Mananitas Restaurant has enrolled into the NEO program. Additionally, Rama's Interpretation and Translation Service Nicholas Orme MD, have renewed their NEO contracts.

### **CalSavers | All**

EDC staff joined a webinar hosted by Jonathan Herrera, Director of Outreach and Education with the California State Treasurer's Office to learn about the CalSavers Retirement Program. Businesses with five or more employees will be required to offer a retirement program by June 30, 2022. EDC staff conducted outreach to Fresno County businesses informing them of the CalSavers no cost retirement program as an option if they already did not offer one.

### **Exhibit Supply and Fresno Street Eats | All**

EDC provided information to Fresno County vendor businesses for the Jump Start Your Food Business in 2022 contest hosted by Exhibit Supply and Fresno Street Eats. The winner of the contest was Diana's for her award-winning Papaya Salad. The business will receive a new logo, FoodBoothPro design and other tools to help her business succeed and be participating in more Fresno Street Eats events in 2022.

### **Central California Build 4 Scale**

EDC staff participated in the Central Valley Built 4 Scale. Built 4 Scale proposes to address our region's poverty and employment needs by placing 2,500 (or more) into high-quality jobs at less than \$9,500 per placement. Given the region's diversity, where 30% identify as White (Alone), we are targeting that at least 70% of these placements will come from underrepresented communities. To help reach and surpass this goal, we have enlisted the support of 15 CBOs who serve the underserved and underrepresented – including the disabled, justice-involved, LGBTQ+, precariously housed, victims of human trafficking, and others. Staff collected more than 900 firm, written employer hiring commitments from more than 50 businesses. This is a testament to our robust employer network and the several work experience / on-the-job training programs that we already administer.

### **2022 IEDC Leadership Summit | All**

EDC Staff attended the 2022 Leadership Summit hosted by the International Economic Development Council (IEDC). The three day event was attended by hundreds of economic and community leaders and covered a wide range of topics including accelerating recovery and reinvention, countering the great resignation, women in leadership and regional diversification with global business leaders. Staff attended many sessions and was excited for the opportunity to network, learn from and discuss the great things that we are doing in Fresno County.

### **Logistics Client | All**

The EDC has been working with a logistics solutions client interested in establishing a facility in Fresno. The client asked us to provide information on incentives they may qualify for or benefit from. We were able to provide the client with hiring and tax incentives, highlighting the cost savings they would realize if they hired from our NEO program. The client is also interested in costs associated with utilizing the nearby ports. The EDC connected with a local drayage company that was able to provide a quote for services through the Port of Oakland, which would also provide the client with cost savings. The client has expressed great appreciation for the work the EDC has done to-date and says Fresno is a top contender for their project.

## **NEO | All**

The Fresno County EDC Retention team worked with NEO employers with updating over 156 job postings and wage increases for 2022. Due to the economy and pandemic, the NEO businesses have been struggling with filling their job postings. The team discussed with the businesses if they have considered increasing their pay to be more competitive with other businesses within the same industry, approximately 20 of the businesses agreed to increase their pay for a better outcome. The Retention team has provided over 30 job seeker reports with the Active NEO clients filtered by business industry needs. These reports have helped businesses have better client outreach and have been successful with meeting their hiring needs. Retention team will be following up with these businesses to monitor their progress and outcome.

## **NEO Oro Financial of California, Inc. | City of Fresno**

The EDC would like to highlight Oro Financial of California, Inc. The practice is a great example of the success businesses can achieve in this program when they are committed to developing employment opportunities for County residents through the County's New Employment Opportunities (NEO) Program. The business currently has eleven employees, four of which are from the NEO program. The business has expressed that it has been a pleasant experience working and guiding the NEO employees to become more responsible, learning to communicate with higher skills, and improving their work ethic.

## **Go Biz Governor's 2022-2023 Budget | All**

Lee Ann was invited by the Governor to attend a briefing by Lieutenant Governor Kounalakis on the Governor's budget highlights. The Governor is proposing additional funds for transportation, affordable housing and education. All of which will be beneficial to Fresno County and the Central Valley.

## **220131A1 - Retail Center | City of Fresno**

We met with the City of Fresno and City Council members to discuss the progress of Veteran's Boulevard construction project. We are assisting our client with his proposed project that would entail general retail, business services, restaurants and possibly housing. This is a very exciting proposal and we are looking forward to helping our client move forward with his plans.

## **ATIP | All**

Fresno County EDC and the ATIP Foundation are now in the second year of the Advancing the Bioeconomy initiative. The initiative seeks to utilize the Central Valley's biomass resources and match them with industries that can convert waste into value-added products. The group meets weekly to further efforts and identify potential collaborators and stakeholders for the initiative's Steering Committee. We hope to have members from academia, workforce development, economic development, and the private sector as Steering Commissioners. Additionally, Fresno County EDC and the ATIP Foundation have developed a monthly newsletter highlighting efforts and news in the bioeconomy of the Central Valley.

## **Bioplastic Client | All**

The EDC has been hard at work researching local crops as potential feedstock for a bioplastic client. The client is a firm which processes sugar into biodegradable plastic. Utilizing the 2020 Ag Report, the team calculated the theoretical amount of sugar that could be extracted from the Valley's top crops. In collaboration with a former USDA employee and ATIP partner, they then utilized USDA data to calculate the amount of each crop that would be subject to waste. The team performed a cross analysis between

the two to determine the most attractive crops for the company to buy and process. Finally, the EDC intensively researched the ratios of sugars in each of the most attractive crops and calculated how much of each sugar type the company would be able to harvest.

#### **Exhibit Supply | City of Fresno**

EDC staff worked on getting information out to multiple City Managers and Chamber of Commerce regarding a contest being held by Exhibit Supply in partnership with Fresno Street Eats. Entrepreneurs who would like to exhibit, promote and expand their business as a vendor can submit an application for this contest. The winner will win a grand prize worth up to \$5,000. Package includes customized food booth pro, food business counseling and event space, graphic design services, and local media campaign starring the winner. Winners will be announce at the end of February and EDC staff will follow-up those announcements.

#### **Verizon Grant | Selma**

EDC staff assisted a business in Sanger to apply for the Verizon Small Business Digital Ready grant. The business was appreciative of the two no cost business classes they took as a requirement for signing up for the \$10,000 grant. The class assisted the business with writing a business plan. The business currently does catering however, has a restaurant in Selma that has been closed due to COVID 19. Receiving this grant will assist the business owner with the capital needed to re-open her restaurant. EDC staff will continue to stay in contact with the business to follow-up on their progress and application outcome.

#### **Manufacturing Job Fair | City of Fresno**

EDC staff attended the Manufacturing Job Fair that took place Thursday January 27th and distributed NEO and other business resources to businesses in attendance. The Event hosted 15 employers looking for employees. While in attendance EDC staff visited former NEO clients and asked if they needed assistance or had business needs.

#### **S.I.B.A | Huron**

EDC staff attended the First S.I.B.A (Small Independent Business Alliance) meeting for the City of Huron. This meeting included department managers with Access + Capital and the Seed grant program. The S.I.B.A Program is designed to assist local businesses and help the City of Huron grow. The discussion topics were Starting Business / Entrepreneur101, Finance Literacy /Credit Empowerment, Health Development & Future Planning, Marketing, Business Resources and the LEAP Zero Net Energy Commercial District. This will be an ongoing meeting every other week and discussion topics will change. The City of Huron also spoke about a grant that they received for 5 million dollars for their plaza.

### **Other Activities**

January

February

CalSavers: Sign-Up Deadline – Webinar

United Kingdom Foreign Direct Investment in California - Webinar

March

Invest Fresno Forum - Webinar

San Joaquin Regional Analysis - Webinar

Operations of Planning and Research (OPR) of CA. - Webinar

**APPENDIX**

**Item 1**

**Clients and Businesses Contacted**

**Five Cities JPA**

**Fowler**

Borga Steel Buildings and Components Inc.  
City of Fowler

**Kingsburg**

A D Recycling- Kingsburg  
Banner Pest control  
Bouncing of the walls

Cal State Termite and Pest  
Control  
California Sun and Soil

City of Kingsburg  
Deli Casa Mexican Food.

**Orange Cove**

City of Orange Cove

**Parlier**

Arteaga Mexican Restaurant  
Asbury Environmental Svc  
Astounding Construction

Cano Installations  
City of Parlier  
Eduardo Trucking

Medina' Tacos

**Reedley**

Axiom Ag, LLC  
City of Reedley  
Cottonwood Clothing  
Glamour Beauty Salon Hair  
and Nails

HG Household Goods  
Appliance  
Ortega's Taqueria y Mariscos  
Reedley Chamber of  
Commerce  
Ron's Cabinets

Shoemaster- Reedley  
State Farm Insurance  
Reedley  
Valley CAD  
Valley Recovery Services  
Willie's Cafe

**Sanger**

Academy S. Mini Storage  
Adriana Cuts  
Apache Smog  
Baby Town  
Beer Monument Works, Inc.  
City of Sanger  
Fresno Fab-Tech, Inc.

Kings River Drilling LLC  
Marvericks Screen Printing  
Ro's Precise Painting and  
Powder Coating  
Sanger Chamber of  
Commerce

State Foods Supermarket  
(Sanger) - Alamco, Inc.  
Teaze Hair Studio  
Zatari Income Tax Service

**Selma**

Ardas LLC dba Fosters  
Freeze #245  
Bomb Tacos and Beer  
City of Selma  
Selma Auto Mall

Selma Auto Plaza, Inc.  
Selma Chamber of  
Commerce  
Selma Nutrition  
Selma Pallet Inc.

Taxes and Envos/ Al-  
Mexicana  
Poindexter Nut Co.

**East Side Rural/Unincorporated**

International Boutique

Museum of the Sierra

## Metro

### **Clovis**

1 Hour Appraisal  
3 Oaks Studio Clovis  
3 Sons Garage Doors  
A Mind Above, A  
Professional Psychology  
Corporation  
A Place Called Hm  
Residential  
A Touch Of Gold Tanning  
Salons  
Affordable Site Model  
Allegro Piano School  
Anlin Industries

Belli Capelli  
Big Bear Apparel  
California Builder Services  
Central Valley Window  
Cleaning  
Cost Less Vacs  
Dogs N Catz  
Dresses Worn Once  
Edible Arrangements  
Fresno Street Eats  
IDLS Sierra Avenue, LLC dba  
Magnolia Crossing, LLC  
Kemp BBQ

Michael Angelo Custom  
Painting Inc  
Offerdable Computers  
Outdoor Environment -  
Underground Boring  
Systems, Inc.  
SMS Services Inc.  
Sequoia Home Health  
Tactical Ops Brewing, Inc.  
The Original 4th Street  
Antique Mall

### **Fresno**

A Change in Trajectory  
AM Properties  
Alert-O-Lite  
Alphabroder Prime  
America's Finest Medical  
Transportation Inc.  
Ameriguard Maintenance  
Service  
Amir Sadaghiani DBA Activ  
Meals  
Arte Americas  
Artic Glacier Premium Ice  
Ascend Management Group,  
LLC  
BHJ USA, LLC  
Balanced Comfort LLC  
Bentley's Downtown Barkery  
and Barktique  
Busseto Foods, Inc (N Crystal  
Ave Location)  
Caglia Environmental  
California Sierra Express  
Carol Sweettreats  
Cencal Wingstop LLC  
Central Valley Fuego FC  
Central Valley Machining  
Inc.  
D.V. Kap, Inc. dba Canaan  
Company  
Dab Tacos  
Delray Tire and Retreading  
Envision Unlimited LLC. dba  
Repeat Performance  
Consignment Superstore

Errands In Bloom N Delivery  
In Daisies  
Excelsior Construction, Inc.  
Exhibit Supply Company  
Family Is Why, LLC  
First Health Medical Center  
First Pediatrics Medical  
Group  
Forever Care, Inc.  
Fresno Grizzlies |  
Chukchansi Park  
Fresno Medical Center Inc.  
Fresno Plumbing & Heating,  
Inc.  
Fresno Schwinn  
Ginza  
Guardian Accounting  
H & M Specialty  
Construction  
HandsOn Central California  
Harris Construction Co., Inc.  
Haydock Realtor  
Helados La Tapatia  
Holiday Inn Express & Suites  
Herndon Ave  
Honest Freight  
Idaho Milk Transport, Inc  
Ideal Care Centers, Inc.  
Imperial Electric Service  
Intrade Industries Inc.  
Irritec Spa  
JD Food  
JPL  
Jay Homes Inc.

K&A Medical Transportation  
KYJO Enterprises Group  
Home  
Katch Environmental  
La Tapatia Tortilleria, Inc.  
Las Mananitas  
Law Offices of Paul M Smith  
II  
Live Again Fresno  
Love & Garlic  
MBS Accountancy  
Corporation  
Mcwealth Care Inc  
Miller Clark Landscape &  
Nursery Company, A  
California Corporation  
Nations Roof West, LLC.  
OK Produce  
Oro Financial of Ca, Inc  
PB Loader Corporation  
PNM Company  
Palo Verde  
Param Foggora dba Clear  
Vision Medical Center  
Piccadilly Inn Airport  
Platt Electric Supply  
Polestar General, Inc  
Prima Wawona  
Producers Dairy Foods, Inc.  
Providence Horticulture  
RH Community Builders LP  
Reading and Beyond  
Romy's Rentals  
S&S Casino Chairs Inc

Sergio's Gardening  
Singh Ahluwalia LLC dba  
Singh Ahluwalia Immigration  
Law Firm  
Smith's Auto Care  
SouthWest Traders  
Student Nest  
Tailor Made Digital  
Marketing

Talons Landscape Inc.  
Tempest Technology  
Corporation  
The Alvarado Group  
The Brownie Baker, Inc  
The Light-House  
Tower Velo  
Trillium Flow Technologies  
Turnkey Energy

Universal Meditech Inc.  
Valley Adult Day Health Care  
Valley Industrial Products  
Vigilant Private Security, Inc.  
Meridian Health Care  
Services, Inc.

## **Metro Unincorporated**

Pioneer Drug Store

Tri-F Consolidators Inc.Vitro  
Biagi Bros

Effycent

## **West Side**

### **Coalinga**

Chavarria Tax Services  
City of Coalinga  
Coalinga Auto Truck Diesel  
Repair Center  
Coalinga Brewing Co

Coalinga Chamber of  
Commerce  
Coalinga Floral and Gifts  
Jiffy Food  
Madera Management Co

Parkins Construction  
Company  
Rico's Mexican Food  
Royal Lodge Motel  
Taqueria La Piedad #2

### **Firebaugh**

Agri-Valley Irrigation, Inc.  
(Firebaugh)  
Blue Flame Diner  
City of Firebaugh  
Comfort Pro Heating and  
Cooling

Firebaugh City Discount  
Firebaugh Restaurant  
Firebaugh Tire  
Giant Burger  
Hiller Aircraft  
Manuel's Tire Service

Motel 33  
Taqueria Don Pepe  
The No Limits Gym  
Trans Valley Transport  
Westside Drug CoHiller

### **Huron**

Antonini Fruit Express

City of Huron

The LEAP institute

### **Kerman**

California Manufacturing  
and Engineering - Industrial  
BOOM Division  
Ceviches & Beer Kerman,  
CA.

City of Kerman  
Domino's Kerman  
Kerman Floral & Gifts  
Las Delicias Kerman  
MJ Avila Company

Panoche Creek Packing, Inc.  
Valero

### **Mendota**

Antojitos Guanacos -  
Mendota  
Cabanas Restaurant  
City of Mendota  
El Oasis Event Hall

Gonzalez Hall and  
Promotions  
M&M Groceries  
Mendota Family Medical  
Center

Pupuseria El Pulgarcito  
Restaurante y Pupuseria  
Morenita  
Star Burger Mendota  
Tacos Compa Frank 2

### **San Joaquin**

CARQUEST Auto Parts

CARQUEST Auto parts and  
Harralson Machine Works

City of San Joaquin  
D's Mini Marts

**West Side Rural/Unincorporated**  
Westfield Farm LLC