



Board Agenda Item 17

DATE: April 25, 2017

TO: Board of Supervisors

SUBMITTED BY: Steven E. White, Director
Department of Public Works and Planning

SUBJECT: County Regional Industrial Park Search

RECOMMENDED ACTION(S):

Receive information regarding the County's past efforts to identify and develop a regional industrial park, and provide direction to staff as determined necessary.

At the Board of Supervisors' hearing of March 28, 2017, direction was provided to staff to return within 30 days with information regarding the County's past efforts to identify and develop a 1,000 acre regional industrial park.

ALTERNATIVE ACTION(S):

None. This is an informational item only, with staff to receive direction from the Board as determined necessary.

FISCAL IMPACT:

There is no direct fiscal impact associated with this item. Any future fiscal impact would depend upon Board direction.

DISCUSSION:

County Regional Industrial Site Search:

The Board of Supervisors has conducted two workshops (January 31, 2017, and March 28, 2017) regarding the County's Economic Development Strategy and the associated General Plan Economic Development Element, and efforts to improve the economic conditions within Fresno County. One item of discussion was the need to provide greater opportunities to be able to attract new and expanding industries to the unincorporated areas of the County and 15 cities. This discussion led to the County's past efforts to identify and develop a large scale (1,000 acres) regional industrial park. The Board directed staff to return with information regarding the County's past efforts to identify and develop a regional industrial park.

The following is a summary of the key actions taken by the Board of Supervisors in 2006 and 2007, relating to the regional industrial park:

- December 5, 2006 - Board directed staff to issue Request for Proposal (RFP) to retain a real estate consultant to assist in the search of 1,000 acres of land for a regional industrial park
- February 28, 2007 - Staff completed RFP process and selected Pearson Realty

- August 14, 2007 - Board received a report from staff regarding site search progress and directed staff to add retail as a targeted industry in addition to manufacturing, advanced logistics, distribution and food processing targeted industries. The Board also directed staff to initiate an RFP for master developer proposals
- October 21, 2008 - Purchase options were scheduled for consideration by the Board in Closed Session, however, the item was deleted from the Agenda and never considered

As envisioned, the primary role of the County in the creation of the regional industrial park was to facilitate its development. As part of the proposal, the County would have acquired the site or sites and rezoned the property for industrial use. After all County land use requirements for the industrial site were addressed, the County would then issue an RFP for the selection of a private master developer that would have the exclusive right to buy, develop and market the site and to seek private investors. A development agreement would have been entered into between the County and the master developer which would have specified the terms and conditions of the relationship.

Costs incurred by the County were envisioned to be fully reimbursed by the private master developer. The private developer would have been expected to fund all infrastructure and on-site and off-site improvements. The County had committed to seeking State and Federal grants to offset some of the eligible costs.

As part of the industrial site search process, County staff prepared and provided Pearson Realty a list of 10 sub-regions located in unincorporated areas of Fresno County, including information about infrastructure available at each sub-region. County staff also developed selection criteria that focused on ten factors including; highway accessibility, availability of skilled labor, construction costs, labor costs, availability of telecommunications, availability of land, state and local incentives, energy availability and costs, environmental regulations and tax exemptions. Attached as Exhibit A is the August 14, 2007, Agenda Item that contains specific information relating to the County's industrial site selection process.

Re-initiation of County Regional Industrial Site Search:

If the Board determines to re-initiate the search for a regional industrial park, Department staff recommends that the following options be considered:

1. Assemble an internal County team consisting of staff from the Department of Public Works and Planning and County Administrative Office (and/or other County Departments or Board members as deemed appropriate) to develop/reconfirm site selection criteria, potential target locations, and potential project delivery approaches (e.g. public/private partnership), and return to the Board for further direction; or
2. Follow the site selection model from 2006, and issue an RFP to retain a real estate firm to assist the County with identifying potential target locations. Department staff would still develop/reconfirm site selection criteria and potential project delivery approaches (e.g. public/private partnership) and return to the Board for further direction.

As noted by the Board at the March 28th meeting, an area of focus would be along the Golden State Corridor located within the Sphere of Influence of the Selma-Kingsburg-Fowler Sanitation District. This area is identified in the County's General Plan as an industrial corridor with approximately 1,300 acres identified for future industrial development. Another area of focus could likely be the Malaga area which is located southeast of the City of Fresno along Highway 99. This area has approximately 2,500 acres designated in the County's General Plan for industrial development.

REFERENCE MATERIAL:

BAI #6, August 14, 2007
BAI #25, December 5, 2006

ATTACHMENTS INCLUDED AND/OR ON FILE:

Exhibit A

CAO ANALYST:

John Hays