



County of Fresno

Quarterly Activity Report

Quarter 1
Fiscal Year 2017-2018
July 1, 2017 – September 30, 2017

Nikki Newsome, Chief Operating Officer
Will Oliver, Director of Business Services
Andrea Reyes, Contract Compliance Manager
Jose Mora, Client Services Manager

Mark Mimms, Economic Development Coordinator
Katrina Ballard, Economic Development Coordinator
Jenna Lukens, Training Coordinator
Juan Carranza, Economic Development Analyst
Heidi Ecker, Retention Specialist
Sergio Hernandez, Staff Economist

Margaret Ingham, Retention Specialist
Tracy Tosta, Economic Development Specialist
Lavell Tyler, Economic Development Specialist
Jacob Villagomez, Economic Development Specialist
Amanda Bosland, Retail Business Development Specialist

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 strive to not only facilitate site selection for new businesses within Fresno County, we also assist in the retention and expansion of businesses through our alliance with collaborative partners and resources.

The EDC agrees to the following services:

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

3rd Quarter 2017

Industrial, Office, and Retail Vacancy

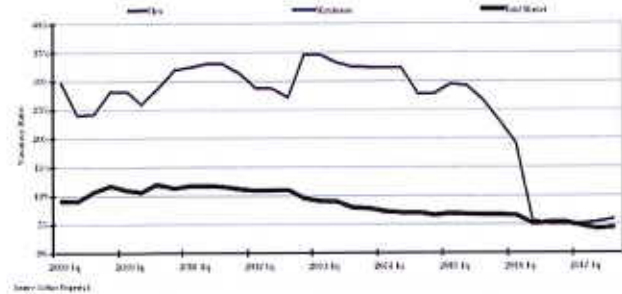
The Industrial vacancy rate in the Fresno market area increased to 4.4% at the end of the third quarter 2017. The vacancy rate was 4.2% at the end of the second quarter 2017, 4.7% at the end of the first quarter 2017, and 5.3% at the end of the fourth quarter 2016.

CoStar also reports that the office vacancy rate in the Fresno market area increased to 8.7% at the end of the third quarter 2017. The vacancy rate was 8.6% at the end of the second quarter 2017, 8.9% at the end of the first quarter 2017, and 8.8% at the end of the fourth quarter 2016.

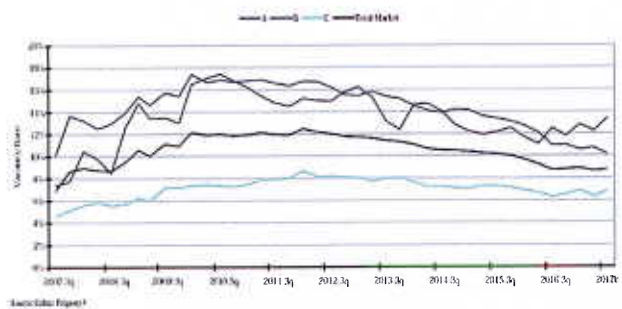
Finally, Fresno's retail vacancy rate increased in the third quarter 2017, ending the quarter at 7.3%. Over the past four quarters, the market has seen an overall increase in the vacancy rate, with the rate going from 6.4% in the fourth quarter 2016, to 6.9% at the end of the first quarter 2017, 7.2% at the end of the second quarter 2017, to 7.3% in the current quarter.

	Industrial	Office	Retail
Fresno County	4.4%	8.7%	7.3%
East Side	3.9%	1.5%	4.5%
West Side	1.9%	6.7%	9.2%

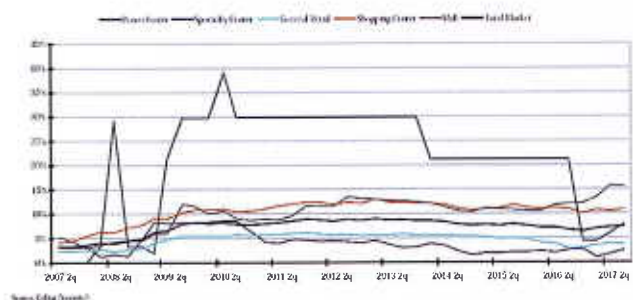
Vacancy Rate - Industrial



Vacancy Rate - Office



Vacancy Rate - Retail



September 2017 Unemployment Rates

Based on a labor force study produced by the State of California's Employment Development Department, the unemployment rate in the Fresno County was 8.6 percent in August 2017, unchanged from a revised 8.6 percent in July 2017, and above the year-ago estimate of 8.5 percent. This compares with an unadjusted unemployment rate of 5.4 percent for California and 4.5 percent for the nation during the same period.

Area	Labor Force	Unemployment Rate
Fresno County	448,600	8.6%
East Side Cities	54,200	9.1%
West Side Cities	26,900	8.3%
Metro Cities	292,000	8.0%
Unincorporated Areas	9,400	9.8%

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 included below:

	Q1 2016 -2017
Businesses Contacted	468
Referrals	234

Client and Business Contact by Region



Eastern Region	Western Region	Metro Region
Fowler	Coalinga	Clovis
Kingsburg	Firebaugh	Fresno
Orange Cove	Huron	
Parlier	Kerman	
Reedley	San Joaquin	
Sanger		

See Appendix Item 1 for sources

Business Attraction and Expansion Leads

County of Fresno Q1 Activity



During the quarter, the EDC generated **32** new business leads, with **1** new attraction and expansion project announcement expected to initially generate 50 new full-time jobs, with more on the horizon as the facility becomes fully operational.

New Attraction and Expansion Project Announcement

Company	Client Number	Industry*	Project Size	Jobs	Location
United States Cold Storage of California	161007E1	Transportation & Warehousing	275,000 SF	50+	2525 E. North Ave. Fresno CA 93725

***Industry classification** is defined by the two-digit North American Industry Classification System (**NAICS**) code. The NAICS code system is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy.

Jobs Supported in 1st Quarter: 50+

NEW PROJECT ANNOUNCEMENT HIGHLIGHTS

United States Cold Storage of California

Located in the unincorporated industrial area south of Fresno along North Ave and Maple Ave, the EDC is proud to have worked with **United States Cold Storage of California (USCS)** on a planned expansion of their Fresno, CA facility. USCS has begun preliminary work to construct a 275,000 square foot facility adjacent to their existing 500,000 square foot building. The project will initially create 50 new high-paying jobs, with many more at full operations, and make USCS's Fresno location the largest in their western region portfolio, which includes the Pacific and Mountain states.

An important contributing factor to USCS's expansion was their approved application to receive PG&E's Enhanced Economic Development Rate (EDR). EDC staff worked closely with USCS and PG&E throughout the application process to ensure proper submission. USCS was looking at expanding either their Fresno facility or one of their facilities in Utah. While the EDR helped USCS decide on Fresno, it also contributed to a larger than originally planned expansion. When EDC staff first talked with USCS about potential expansion plans at their Fresno facility, the company was looking at a 30,000 square foot addition. After further consideration, USCS decided should they move forward with an expansion it would be more cost effective to construct a 150,000 square foot addition rather than the originally planned smaller option. However, while completing their due diligence during the EDR application process, USCS executives recognized that the potential savings of the EDR could allow them to go even bigger with their expansion. With the EDR approval, USCS plans on construction a new 275,000 square foot facility, made possible because of the EDR savings.

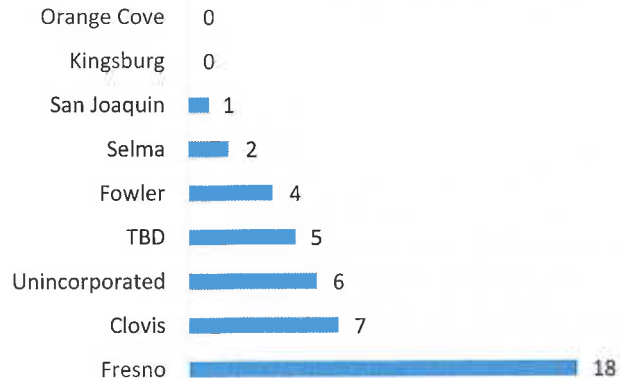
With the new expansion plans, over the last 10 years USCS' Fresno operations **will have gone from a single, outdated 50,000 SF facility to a state-of-the-art 775,000 SF facility** that plays a key role in the region's food manufacturing sector.

New Qualified Leads

Leads by Industry



Leads by City



	Client Number	Industry*	Site Requirements	Jobs	Source	Region Participated
July	CCVEDC 1722	Utilities	TBD	100	CCVEDC	Fresno
	170706A1	Manufacturing	400,000 SF	400	Direct	Fresno
	170717A1	Accommodation and Food Services	3,600 SF	TBD	Broker	Reedley
	170720A1	Accommodation and Food Services	7 AC	TBD	Broker	Reedley
	170712A1	Retail Trade	3,000 SF	TBD	Direct	Fresno
	170714E1	Retail Trade	6 AC	5	Direct	Unincorporated
	170714E2	Manufacturing	10,000 SF	5	Direct	Fresno, Clovis, Unincorporated
	170721A1	Manufacturing	TBD	TBD	Direct	TBD
	170727A1	Waste Management and Remediation Services	10 AC	150	Direct	San Joaquin
	170727A2	Retail Trade	3,100 SF	TBD	Direct	Selma
August	170801E1	Wholesale Trade	30,000 SF	TBD	Direct	Fresno, Unincorporated
	170802E1	Other Services	1,000 SF	TBD	Direct	Clovis, Fresno
	170802A1	Accommodation and Food Services	3 AC	TBD	Direct	Clovis
	170804A1	Administrative and Support	TBD	TBD	Direct	TBD
	170809A1	Wholesale Trade	TBD	TBD	Direct	TBD
	CCVEDC 1725	Manufacturing	40,000 SF	150	CCVEDC	Clovis, Fowler, Fresno, Selma, Unincorporated
	170816A1	Wholesale Trade	750,000 SF	400	Direct	TBD
	Project Red-Tailed Hawk	Manufacturing	400 AC	5,600	GO-Biz	Fresno
	170822A1	Accommodation and Food Services	TBD	TBD	Direct	Fresno
	170828A1	Other Services	8,000 SF	TBD	Direct	Fresno
	170828A2	Manufacturing	TBD	TBD	Direct	TBD
	170829A1	Accommodation and Food Services	3AC	TBD	Direct	Fowler

September	170906A1	Manufacturing	TBD	TBD	Direct	Unincorporated
	170907A1	Management of Companies and Enterprises	500,000 SF+	Up to 50,000	GO-Biz	Fresno
	CCVEDC 1727	Transportation and Warehousing	200,000 SF	TBD	CCVEDC	Fowler, Unincorporated
	170908A1	Arts, Entertainment, and Recreation	65,000 SF	450	Direct	Clovis, Fresno
	170911E1	Other Services	TBD	TBD	Direct	Clovis, Fresno
	170913E1	Transportation and Warehousing	12,000 SF	100	Direct	Fresno
	170914E1	Manufacturing	8,000 SF	TBD	Direct	Clovis, Fowler, Fresno
	170919A1	Utilities	40,000 SF	TBD	Direct	Fresno
	170920A1	Manufacturing	100,000 SF	50	Broker	Fresno
	170920E1	Manufacturing	12,500 SF	25	Direct	Fresno

Q1 Site Visits

Date	Client Number	Industry*	Site Requirements	Jobs	Sites or Area
7/12/2017	170712A1	Retail Trade	3,000 SF	TBD	Downtown Fresno; Selma, CA
7/17/2017	170706A1	Manufacturing	400,000 SF	400	2035 E. Annadale Ave., Fresno, CA
8/4/2017	170727A1	Waste Management and Remediation Services	10 AC	150	21850 W Manning Ave, San Joaquin, CA
8/21/2017	170802A1	Accommodation and Food Services	3 AC	TBD	Clovis, CA
8/23/2017	160621A1	Wholesale Trade	50,000 SF	25	Dry Creek Business Park, Clovis, CA; Clovis Industrial Park, Clovis, CA; North Pointe Business Park, Fresno, CA; DDG-553 (unincorporated);
9/21/2017	170615A1	Manufacturing	4 AC	20	5607 W Jensen Ave, Fresno, CA

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

Marketing

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

TRADE SHOWS

Finland Trade Mission

Helsinki, Finland

September 18 – 22, 2017

Business Meetings: 46

Lee Ann Eager led a delegation from Fresno on a trade mission to Helsinki, Finland that centered on clean energy technology and innovations. The delegation included education leaders as well as representatives from two of our local businesses, Biodico and Advanced Emissions. The mission was sponsored by the Consulate General of Finland, and included 46 meetings with Finnish companies interested in business development opportunities in California, participation in the Arctic Energy Summit, and meetings with the Finnish Minister of Economic Affairs & Employment and the U.S. Commercial Service. Staff will follow-up with the Finnish businesses interested in business development opportunities in Fresno County.



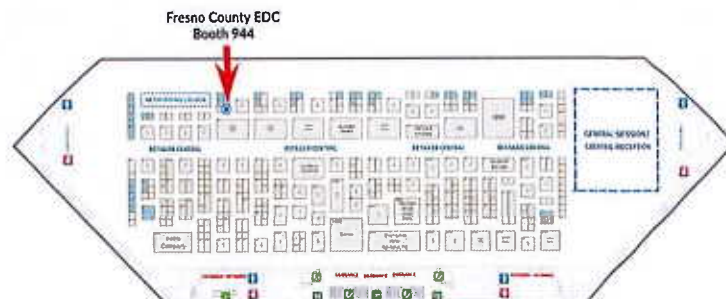
Retail Development

Update: ICSC's Western Deal Making Conference

Los Angeles, CA

October 2 – 4, 2017

The EDC will be exhibiting at this year's ICSC Western Deal Making Conference in Downtown Los Angeles. Typically, EDC staff and participating Fresno County cities, attend this event in partnership with TeamCalifornia. However, as TeamCalifornia opted not to exhibit at this year's event, we wanted to make sure Fresno County and our cities still had a presence. The Fresno County booth can be found at **Booth 944 in the South Exhibit Hall** of the Los Angeles Convention Center. In addition to attracting interest in Fresno County, the booth will provide for meeting space for Ms. Bosland and participating cities as they look to connect with brokers, retailers, and developers. Last year the event drew over 4,000 attendees and 300 exhibitors, with similar or greater numbers expected this year.



CCVEDC BROKER EVENTS/MISSIONS:

SIOR Inland Empire & Orange County Chapter– Angels Game

Anaheim, CA

August 8, 2017 – August 9, 2017

Contacts: 40

As a Chapter Sponsor of the Society of Industrial and Office Realtors (SIOR) Inland Empire & Orange County Chapter, CCVEDC was invited to join other SIOR members for a networking event at Angel Stadium of Anaheim on August 9th. This event, like many other SIOR events, provides a forum for CCVEDC to build relationships with southern California's top industrial and office brokers, as well as industry leaders, while also being able to discuss development opportunities in the San Joaquin Valley.

2017 SIOR Inland Empire & Orange County Chapter– Annual Golf Tournament

Dove Canyon Country Club, Rancho Santa Margarita, CA

September 11, 2017

Contacts: 130

SIOR Northern California Chapter – Annual Dinner

Edgewood Tahoe, NV

September 21, 2017

Contacts: 120

Broker Mission – Chicago

Chicago, IL

September 25, 2017 – September 29, 2017

Contacts: 250

REVERSE ATTRACTION

E-Commerce Analysis

In an effort to maintain the e-commerce momentum gained from the ULTA and Amazon projects, Staff Economist Sergio Hernandez is currently working on a reverse attraction research project to help identify other companies poised to open e-commerce/fulfillment centers on the west coast. The research project will consist of benchmarking various characteristics of growing retailers and evaluate those characteristics through a multi-variable analysis. The goal is to develop a metric that can tell us what companies the EDC should be targeting to introduce Fresno County. A sample of the variables are outlined below, with Kohl's serving as our example.

Variable

Value

Ultimate HQ Dunnumber	787408996
Ultimate HQ Company	Kohl's
Ecommerce sales % of total revenue (TTM)	15.80%
Ecommerce Revenues (MM) TTM	2937.7
Ecommerce Growth TTM	13.4%
Ecommerce Growth CAGR (2012-2016)	18.73%
Employment All Sites Ultimate HQ Company	138,000
% Employment Growth (Year-over-Year) Latest	-1.40%

OTHER BUSINESS ATTRACTION HIGHLIGHTS

Texas Showdown (Client 170706A1)

Conventional wisdom would state that if a new business is presented with the option of locating in Texas or California, Texas will prevail. Not only do we refuse to believe this, to the contrary, we believe Fresno County can compete and succeed. In July 2017, EDC staff met with an electronic component manufacturer that had expressed interest in locating their new operation Fresno County among a handful of other options, including the Dallas-Fort Worth region. Although they were initially looking to begin operations in a 30,000 SF facility, their requirement quickly grew to 400,000 SF when the client secured new contracts with large national retailers to carry their product. With an accelerated timeline and a larger requirement, the client was on the verge of putting down a deposit for a 500,000 SF building in Texas. Prior to doing so, the client reached out to the EDC with an 11th hour request to provide information about occupational wage rates and other pertinent operational costs comparisons that should give them a reason to more seriously consider Fresno County. EDC staff ran with the challenge to go toe-to-toe with Texas and prepared a packet summarizing various operational costs, including occupational wage rates and property taxes.

The information presented to the client (see Sample 1 and 2 below) not only resulted in the postponement of their meeting for the deposit for the Texas facility, but also in a site tour of Fresno the following week to look at one of the only buildings available for sale over 350,000 SF. As the client continues to conduct



Tax Comparison			
Tax	State	Rate	Annual Maximum Paid/Employee
State Payroll Taxes: Unemployment Insurance & Employment Training Tax (rate combined in Rate Column)	California	1.6% - 6.3% Taxable wage base: on first \$7,000 in wages paid per employee	\$441
	Texas	0.59% - 8.21% Taxable wage base: on first \$9,000 in wages paid per employee	\$738
Tax	Region	Total Rate of Assessed Value	Notes
Property Taxes (including Business Personal Property and Inventory)	Tax Rate Area: 005-473 City of Fresno, Fresno County	1.170082%	Business inventory is personal property but is 100 percent exempt from taxation statewide
	City of Grand Prairie, Tarrant County, Arlington ISD	2.686705%	Business personal property is composed of fixed assets and inventory
Tax	Region	Rate	Incentives
Sales Tax	Fresno County, City of Fresno	7.975%	<ul style="list-style-type: none"> Manufacturing Equipment Partial Sales/Use Tax Exemption (exempts 3.9375%) CAEATFA Full Sales/Use Tax Exclusion Program
	Tarrant County, City of Grand Prairie	8.25%	City of Grand Prairie incentive programs www.gptx.org/businesses/economic-development/incentives-policy#industrial
Tax	Region	Rate	Incentives
Corporate Tax	California	S-Corporation: 1.5% C-Corporation: 8.84%	<ul style="list-style-type: none"> California Competes Tax Credit
	Texas	None	

their site selection due diligence, the EDC along with the City of Fresno is working closely with the client to provide support on incentives as well as provide any additional information needed during this critical decision making process.



Summary of The Boyd Company, Inc. Report Comparative: Distribution Warehousing Costs in 25 Western & Midwestern U.S. Cities (2015)

In the following analysis, major operating costs scaled to a representative 200 worker distribution warehouse are presented for a series of 25 comparative sites in the Western and Midwestern U.S. Annual operating costs were projected solely for comparative purposes, with only major geographically-variable factors being considered. Those costs not varying significantly with geography, including relocation and start-up expenses, were not considered. The Boyd analysis focuses on those key geographically-variable cost elements considered to be most pivotal within the warehouse site selection process.

Warehouse operating costs are scaled to a hypothetical 500,000 sq. ft. facility employing 200 nonexempt workers and shipping over-the-road to a Western U.S. market. The analysis provides an independent and authoritative point of reference for the assessment of comparative operating cost levels in each of the surveyed sites. The format of the cost exhibits will allow a further tailoring of warehouse specifications, shipping patterns and staffing levels to reflect alternate scales of operation and market reach of the hypothetical warehouse facility.

Comparative Annual Operating Cost Simulation Summary (Fresno and Dallas Metro Area)		
	Fresno, CA Metro Area ¹	Dallas, TX Metro Area ²
Nonexempt Labor		
Weighted Average Hourly Earnings	\$14.94	\$15.27
Annual Base Payroll Costs	\$5,689,152	\$5,814,816
Fringe Benefits	\$1,934,312	\$1,977,037
Total Annual Labor Costs	\$7,623,464	\$7,791,853
Electric Power Costs	\$752,172	\$355,704
Amortization Costs	\$3,738,693	\$3,169,492
Property & Sales Tax Costs	\$993,092	\$1,254,373
Shipping Costs	\$2,770,984	\$5,054,180
Total Annual Geographically Variable Operating Costs	\$15,878,405	\$17,625,602

California Partnership for the San Joaquin Valley Q3 Meeting Regional Industry Clusters - E-Commerce Trends and Responses

EDC Economic Development Coordinator Mark Mimms, along with CCVEDC, presented and took questions from the California Partnership's board about the Valley's e-commerce trends during the Partnership's Q3 meeting on September 15th in Shafter, CA. Mr. Mimms talked about the recent developments of e-commerce fulfillment center projects in the central San Joaquin Valley, including updates on the construction of the ULTA, Inc. and Amazon facilities. Mr. Mimms also talked about what local developers and mall owners, like Fresno's Manchester Center, are doing to keep up with the changing landscape of brick-and-mortar retail. While many long established retailers have graced the headlines due to their closures or bankruptcy filings, brick-and-mortar retail is far from extinction. In 2016, brick-and-mortar sales totaled nearly \$4.5 trillion dollars, or 94% of all total U.S. retail sales.



TY @fresnocountyedc @MercedCounty ED Division, @OpportunityStan & @KernEDC for providing an E-COMMERCE Trends/Responses panel presentation



12:28 PM - 15 Sep 2017

Partnership with Department of Social Services

The EDC has been contracted to assist the Fresno County Department of Social Services in marketing the New Employment Opportunity (NEO) program, or Ready2Hire, and identify prospective employers to hire from the pool of eligible NEO job seekers.

New Employment Opportunities (NEO)	2017-2018
YTD - New NEO/ Unsubsidized/ Renewed	
Participating Businesses	203/150
YTD - Positions filled by Businesses	385/200
YTD - Job Postings	645/500
YTD - Job Fairs	4/4
YTD - Employer Training	12/4
YTD - Recruitments	9
*Contract Start Date October 1, 2016	

Customized Training

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

Valley Apprenticeship Connections

Pre-Apprenticeship Program. The partnership between Fresno County EDC, the Department of Social Services, and Economic Opportunities Commission moves forward a 12 week program comprised of classroom and construction based training.

Completed	35
Entered employment	32

Truck Drivers Training

Class A Truck Driving Class implemented in partnership between the Fresno County EDC, the Department of Social Services, West Hills College, and Lawson Rock and Oil to facilitate the training of commercial drivers.

Currently 9 participants have received their permit and are working towards their behind the wheel testing. Another 15 participants are currently working to pass their written test and receive their permit.

Licensed Class A Drivers	127
Entered Employment	92

** Since inception of program*

Fresno Energy Watch

EM-POWER DUNLAP Small Community Event

In celebration of Energy Awareness Month Fresno EDC partnered with Fresno County Supervisor Nathan Magsig, District 5, and Dunlap Elementary School to hold the EM – POWER DUNLAP Small Community Event. EM – POWER DUNLAP was held on September 28th at Dunlap Elementary School during its Back to School Night celebration. The event brought a variety of public service agencies, energy efficiency resources and the participation of Supervisor Nathan Magsig to the underserved community. Close to 400 people attended the event where residents received valuable information about energy efficiency and savings programs, law enforcement and health care resources including free immunizations from the Fresno County Public Health Department.

The celebration included the participation of Fresno County Supervisor Nathan Magsig, EDC Chief Operating Officer Nikki Newsome, PG&E Senior Manager Public Affairs Anna Brooks, and Dunlap Elementary School Principal Keith Merrihew who received event attendees with welcoming remarks. Participating organizations included Fresno Economic Opportunities Commission (EOC), Fresno County Sheriff's Department, County of Fresno Community Development, Clean Energy Tune Up (CETU), Richard Heath and Associates (RHA), Pacific Gas and Electric (PG&E), Fresno County Public Library, Fresno County Public Health Department, California State University, Fresno – Mobile Health Unit, Dunlap Elementary School, Cal Fire, Fresno Community Food Bank and Fresno Economic Development Corporation (EDC), among others.

In addition to receiving information from the participating organizations, event attendees were able to win raffle prizes and receive a food donation from the Fresno Community Food Bank. More than 500 bags of food were distributed at the end of the event. The community and school principal expressed gratitude for the program and its partners to select Dunlap as the hosting community for the event.

Fowler Trade Professional Alliance Workshop

In partnership with PG&E and the City of Fowler, the first 2017 Trade Professional Alliance Workshop was held on July 27th at Fowler City Hall. The workshop was attended by 17 area contractors, generating 15 referrals for PG&E's Trade Pro Alliance program. The Trade Pro Alliance allows contractors to access streamlined incentives and rebates, receive lead-generation opportunities, and be included in PG&E's referral database for certified Trade Professionals. Staff focused its targeted outreach on surrounding communities including Caruthers, Clovis, Fowler, Fresno, Kingsburg, Orange Cove, Parlier, Reedley, Sanger and Selma.

Trade Pro Workshop Partnership with the Better Business Bureau

Economic Development Analyst Juan Carranza met with Fresno Better Business Bureau staff to discuss the Trade Professional Alliance Program. The Better Business Bureau and Fresno EDC are collaborating to host a joint Trade Pro workshop during the month of October. Juan is currently working with BBB staff to finalize workshop logistics, identify target market and refine promotional details. The date and time for the event is yet to be confirmed.

Global Cities Initiatives & Exchange (GCI)

During the first quarter, staff finalized the second portion of the Global Cities Initiative which includes the completion of a regional Foreign Direct Investment plan. On August 16th, the FDI core team and some steering committee members met regarding the final draft of the Foreign Direct Investment plan. Concerns and comments were addressed at both meetings and final edits were completed by Jennifer Faughn. Assemblymember Dr. Joaquin Arambula attended the core team meeting and provided updates on how the state can intersect with the plan, such as a push for infrastructure improvements and workforce/education initiatives. EDC staff will be working on an official release scheduled for October 24th in conjunction with the EDC's 2017 Annual Event. Marek Gootman, a Fellow and Director of Strategic Partnerships and Global Initiatives with the Brookings Institution, has confirmed attendance and will be the keynote speaker at the Annual Event.

High-Speed Rail

Spain Trip

Lee Ann Eager traveled to Spain at the end of September to meet with Renfe, the Spanish Train Operator. The delegation included Mayor Lee Brand, Councilmember Oliver Baines, Councilmember Paul Caprioglio, Richard Caglia of Caglia Environmental, Paul Quiring of Quiring Corp and Sam Hassoun of GLA Corp out of Sacramento.

They met with Renfe administrators, including the President of Renfe, about Spanish high-speed rail services, control systems, manufacturing and maintenance, and also learned about security and fire protection. They toured a maintenance facility just outside Madrid and also traveled to Ciudad Real on the regional high speed train and met the Mayor and representatives regarding the positive economic impact of HSR to the city. On Wednesday, they were able to ride the high speed train once again to the city of Barcelona and were given an insider's tour of the Barcelona Sants station with the manager and design team.



The delegation also visited the main Madrid high-speed rail station, Atocha. They toured the command and control center and Renfe's operational management center. During that time Adif, the Spanish Infrastructure Administrator, gave a presentation on station planning, construction and operation. The group was also able to tour Adif's control center.

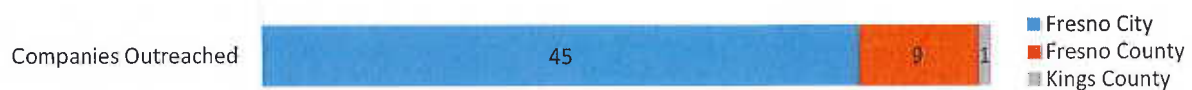
Sam Hassoun of GLA Corp arranged a meeting with Dragados where the delegation learned about construction of the high speed rail systems and stations. The Spanish team consisted of multiple corporations representing all facets of construction and management. They discussed the positive aspects of PPPs as they relate to station construction and management.

On Friday, the delegation traveled to Malaga which is a city approximately the same size of Fresno. This experience was instrumental in showing the delegation what the high-speed rail has done for that community, which mirrors the expectations for the Fresno community. They were able to meet with the Mayor of Malaga concerning the economic and social impacts of the HSR to their community. The connectivity to Madrid, which they did not have previously, drastically changed the economic climate of that city in a positive manner.

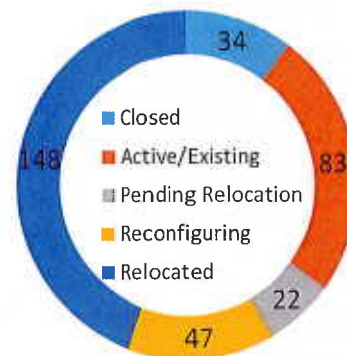
The trip was very informative and beneficial to all parties. The experience of riding the high speed train and seeing first-hand, the economic benefits of stations in an area very similar to California and the Fresno region was invaluable.

To date, the EDC has assisted **334 property** owners throughout the County of Fresno. During this quarter alone, our Business Support Specialists have assisted **54 businesses and property owners** in various ways.

Q1 Business Assistance



Client Status	County	City
Closed	-	34
Active/Existing	69	14
Pending Relocation	-	22
Reconfiguring	5	42
Relocated	22	126
Total	96	238



Highlights

Patterson High School and Amazon Fulfillment Center

Chief Operating Officer Nikki Newsome had the opportunity to tour the Patterson High School Supply Chain & Logistics Center as well as the Patterson Amazon Fulfillment Center. Patterson High School switched their plans several years ago from an auto shop to a Supply Chain and Logistics Center to meet the demand of the distribution centers that started locating in their area. Located on site are forklift simulators, conveyors, hand truck forklifts, propane forklifts, and electric forklifts and they have a 4-year program to prepare their students for success. The students are MSSC certified upon graduation and are quickly employed by the nearby distribution centers. Truck driving simulators are available and an agreement was made with MorningStar to take their graduates and provide the hands on driving training once they turn 18.

The Patterson Amazon Fulfillment center was very impressive to see in action. This facility was one of the first robotic facilities for Amazon and the efficiency and effectiveness of the robots and staff working together is phenomenal. Amazon views training and hiring information as proprietary, however it was very clear that they will be seeking employees in Fresno County who are excited about innovation and the values of the corporation.

Governor's Office of Business & Economic Development (GO-Biz) California Competes Workshop

In July, GO-Biz hosted an informational workshop on the California Competes Tax Credit program at Fresno City Hall. Following the heels of success from June's tax credit awards, the EDC helped promote the workshop through direct business outreach, social media (Facebook) and our email listserv. EDC staff attended the workshop and connected with several companies and existing clients in attendance as well.

Client #170629E1 Business Expansion Project

EDC staff has been working on internal site selection for Client #170629E1. This expansion client is a local food processor and they anticipate growing their operation from 60 to 100 employees once they are able to relocate to a new facility. In July, Will Oliver and Tracy Tosta presented nine properties for consideration and performed additional research into the availability of off-market properties based on the businesses' knowledge of previously available properties. EDC staff toured one facility on behalf of the client and helped facilitate additional site tours in August. Given the scarcity of properties meeting their requirements, staff has encouraged the business to consider built-to-suit opportunities and has presented information on the Clovis Industrial Park, Fancher Creek, Three Crowns Industrial Park and Selma Industrial Park II, among others. Due to their anticipated job creation, staff is working with our client on preparing an application for the California Competes Tax Credit program.

Executive Lounge and Business Formation Center (HOPE)

The EDC was proud to support Vision View Partners' Executive Lounge on their Community Development Block Grant application for \$100,000, which will go towards ADA upgrades and improvements at their 33,000 SF facility. Once renovations are complete, Executive Lounge will serve as a business support and incubation facility for start-up and existing businesses. Earlier this year, staff was able to align \$17,851 in energy incentives through the Fresno Energy Watch program and has referred the Executive Lounge to our local financing partners.

Fresno Businesses Awarded Employment Training Panel Funding

EDC client businesses Dumont Printing, La Tapatia Tortilleria and Producers Dairy Foods were recently awarded Employment Training Panel (ETP) funding to augment hiring and training of new staff. EDC staff Lavell Tyler worked with Dumont Printing in October 2016, providing referrals with ETP staff Barry Worthington to assist with their application. Dumont Printing's ETP application was approved in August 2017 for \$33,000 to assist with cross-training on new and existing equipment, while ensuring better operational efficiency among newly trained staff. Moreover, EDC clients Producers Dairy Foods and La Tapatia Tortilleria were also awarded ETP funding totaling \$606,300.

Clovis Community College - Herndon Campus

Economic Development Specialist Tracy Tosta has been working with the leadership team from the Clovis Community College in researching contacts for businesses participating in Advanced Manufacturing in order to develop curriculum based on the workforce needs of local industry. At their August 8th planning meeting, the Dean of the program, Robbie Kunkle, provided an overview and outlined the goals of aligning the institution's curriculum with the input of local businesses. Several companies participated through the combined efforts of the EDC and Clovis Community College. Future meetings will be necessary to continue to guide the development of the Mechatronics program. The Mechatronics program will cover skills related to maintaining and troubleshooting various machines including their electrical and mechanical components, as well as hydraulic systems and some programming. The program leaders were also interested in having veterans join the program, therefore Ms. Tosta connected them with Annette Wholaver, the Local Veteran's Employment Representative with the Employment Development Department.

Fowler Chamber of Commerce Formation

Economic Development Specialist Jacob Villagomez has worked in partnership with Councilmember Karnig Kazarian, City Manager Jeannie Davis, Nathan Ahle with the Fresno Chamber of Commerce, and Waste Management to establish a Fowler Area Chamber of Commerce. Initial discussions have included plans for their potential charter as well as possible funding streams. The Fresno EDC will continue to lend its support for the relaunch of the Chamber this year.

CDBG Proposed Program Redesign Listening Session

Economic Development Specialist Villagomez attended the CDBG Proposed Program Redesign Listening Session in the City of Visalia. The meeting was composed of leaders and economic development professionals at the municipal level to provide feedback and voice concerns regarding the use and administration of CDBG funds for qualified projects, such as for public infrastructure, housing assistance, public services, and facilities, among others. The State Department of Housing and Community Development (HCD) is initiating this process to redesign the program in order to address concerns raised by the U.S. Department of Housing and Urban Development (HUD) and the State Legislature. Due to California having one of the lowest expenditure rates in the nation, HUD has directed a redesign in order to improve expenditure rates, expend program income, conduct grantee monitoring and achieve operating efficiencies. HCD distributes funds for non-entitlement smaller cities and counties throughout California (communities who do not receive a direct HUD allocation). The purpose of the meeting was to provide HCD with feedback on ways to address concerns and improve the program.

Meeting participants summarized the following challenges when administering and implementing CDBG projects and funds:

- Poor record-keeping and a lack of history;
- Miscommunication between project representatives and project auditors;
- Minimal partnership/coordination of department staff per project;
- Need for greater flexibility and a reduction in state requirements;
- A lack of grant staff, especially in smaller Central Valley cities;
- Lack of communication: no follow-up or support from HCD/HUD staff regarding compliance; and
- No clear consensus to project requirements and rules amongst staff.

HCD concluded the session and offered to utilize the feedback during the redesign process. Anticipated changes to the Program Guidelines are expected to replace current program regulations prior to the 2018 Notice of Funding Availability being issued. Therefore, a complete draft of the revised guidelines is expected by June 30, 2018. Comments and questions regarding the redesign process can be directed to cdbgredesign@hcd.ca.gov.

Congressman David Valadao Small Business Workshop

The Fresno EDC was pleased to partner with Congressman David Valadao for a Small Business Workshop in the City of Sanger. Economic Development Specialist Jacob Villagomez, Economic Development Analyst Juan Carranza, and Chief Operating Officer Nikki Newsome exhibited at the event and were available to offer assistance to local businesses in attendance.

California Public Utilities Commission Economic Development Rate Renewal

On August 14th, Director of Business Services Will Oliver traveled to Bakersfield to attend the CPUC's Public Participation Hearing regarding the renewal of PG&E's Economic Development Rate (EDR). The EDR presents a 30% reduction in electricity costs over five years for businesses looking to close their doors, leave the state, or locate in the State of California. The EDR expires at the end of this year, therefore PG&E has submitted an application to renew and expand the scope of the EDR given its success, especially in Fresno County. The CPUC conducted the first of several hearings to determine the feasibility and findings to renew it. Mr. Oliver spoke following Mayor Lee Brand, citing examples of the EDR being utilized for those wishing to retain their operations due to financial hardship, businesses looking to expand (but have out-of-state options), as well as those eyeing Fresno County, among other state options. He provided the CPUC an example where, in part due to the cost savings presented by the EDR, Fresno County was found to be less expensive than locating in the Dallas-Fort Worth market for a prospective LED manufacturer. PG&E has extended their thanks and appreciation for the EDC's participation.

Supervisor Buddy Mendes Highway 99 Opportunities Analysis

Lee Ann Eager, Will Oliver and Sergio Hernandez met with Supervisor Buddy Mendes to discuss an Opportunities Analysis focused on Highway 99, south of the City of Fresno. Supervisor Mendes wishes to utilize district monies to go towards studying the subject area, identifying its wealth generators, land use and zoning, infrastructure capacity, and the availability of real estate, among other factors, to provide an assessment of development opportunities that exist along the corridor. Staff Economist Hernandez has started an analysis as to the job generators along the corridor and staff has started to enlist potential firms to help prepare the study in conjunction with Supervisor Mendes, the EDC and Five Cities JPA.

SEFCEDA - VISTA Sponsorship Award

Southeast Fresno Community Economic Development Association (SEFCEDA) was recently awarded an AmeriCorps VISTA Sponsor Grant. In addition to referrals for funding sources and hiring incentives, Economic Development Specialist Lavell Tyler has been working with nonprofit to acquire the funds by providing templates and guidance to SEFCEDA staff throughout the grant application process. With these funds, VISTA members will assist in the expansion of SEFCEDA's Workforce Development Programs, which include the Career Pathways to Prosperity, Green Space Initiatives, The Family and Business Prosperity Center and The Community Computer Center. The use of VISTA members will augment their programming efforts to alleviate poverty and environmental blight in Southeast Fresno.

Maxco Business Expansion Project Approval

At the request of Maxco's Consultant Dirk Poeschel, Will Oliver and Jose Mora attended the Fowler City Council meeting to offer the EDC's support for Maxco's planned expansion project in Fowler. The Planning Commission's decision to approve the project was appealed by an environmental justice attorney in Southern California. The EDC was proud to support Maxco and the 90 jobs they are poised to create with this facility expansion in Fowler. The City Council unanimously voted to move forward with the project and expressed their support of staff's involvement. Staff will be following-up with Max Flaming, President/CEO of Maxco, to discuss additional incentives including NEO and the California Competes Tax Credit program.

Transformative Climate Communities

Lee Ann Eager and Lavell Tyler attended the Fresno Metropolitan Black Chamber of Commerce FAACE (Fresno African American Community Exchange) Breakfast, where Danielle Bergstrom of the Central

Valley Community Foundation presented an informational workshop on how community stakeholders can participate in the Transformative Climate Communities (TCC) proposal process. The TCC Program is a California Climate Investment program administered by the Strategic Growth Council, and implemented by the Department of Conservation (DOC) and other partnering State agencies. The TCC focuses on community and economic development projects near the planned High-Speed Rail station in Downtown, Chinatown and Southwest Fresno. Lee Ann Eager has served on the planning committee throughout this process. Since then various staff have attended all ongoing steering committee meetings with Nikki Newsome qualifying as a voting member.

The TCC Program furthers the purposes of AB 32 and AB 2722 by funding projects that reduce greenhouse gas emissions through the development and implementation of neighborhood-level transformative climate community plans that include multiple, coordinated emissions reduction projects that provide local economic, environmental, and health benefits to disadvantaged communities.

Eurofins Business Expansion Project

Client Services Manager Jose Mora and Economic Development Specialist Tracy Tosta have been assisting Eurofins with resources related to the development of a new operation in the City of Fresno. The company specializes in agricultural and chemical testing and they are pursuing the California Competes Tax Credit program to augment their 37,000sf planned facility expansion and 25 new jobs. Staff has responded to technical questions and provided an overview on the applicability of the incentive. A decision on their application from GO-Biz is anticipated in November of 2017.

Kesko Group, Finland Delegation Tour

On August 22nd, the EDC hosted a six member delegation with the Finnish retail chain, the Kesko Group. The participants are known as K-food Retailers (owners of Kesko Group grocery stores) and were in California as a component of an MBA Executive Education program offered by the company. Their visit to Fresno was not a part of the MBA program, but instead was an add-on to learn more about San Joaquin Valley agriculture and to potentially identify local products to carry at their stores. The delegation visited three local food processing facilities in the region: Fowler Packing, Sun-Maid Raisins, and PR Farms' Enzo Olive Oil manufacturing facility in Madera County. Each site offered a distinct perspective, giving the delegation a holistic profile of the region. The visit concluded with a tour and tasting event at CRU Winery.

Five Cities JPA Executive Committee Meeting on Enhanced Infrastructure Financing Districts

The Five Cities Executive Committee met at Fresno County's Hall of Records in the County Administrative Office. The members were given a presentation on Enhanced Infrastructure Financing District by Debbie Kern with Keyser Marston Associates, Inc. Mrs. Kern provided information pertinent to municipalities and to the administration of property tax increment financing and provided alternatives for city governments contemplating the future of redevelopment.

District Export Council

Economic Development Specialist Tosta attended a networking event for the formation of a District Export Council in Paso Robles. The secretary of the council is Glen Roberts of the US Commercial Service, part of the US Department of Commerce. He has pulled together a group of approximately 20 export adjacent individuals to participate in the formation and leadership of the Central Valley's first council. Currently, northern and southern California have councils to which Central Valley export leaders travel and participate outside of their home region. The aim of the group is to, "Broaden and deepen exports from

the Central Valley.” This includes educating business, providing resources, and counseling interested agencies and companies. Membership for the individuals will be finalized after a federal level vetting process is completed. This meeting was an introduction to strengthen the relationships between the DEC members and learn about their connection to exporting.

Fresno Sunrise Rotary Presentation

EDC representatives Tracy Tosta, Will Oliver, and Amanda Bosland attended a Sunrise Rotary meeting to provide an overview of the organization. In this meeting, several members had questions about EDC programs, current projects and developments, and how Fresno County is positioned to foster additional attraction and expansion clients. The Sunrise Rotarians expressed their appreciation for the presentation and one member requested an appointment for site selection services for his medical supply recycling company. This company sends used and/or outdated medical equipment to disadvantaged countries. They currently have 25,000 square feet of space that is leased. Mr. Mimms and Ms. Tosta will continue to work with company on their relocation project.

San Joaquin Valley Manufacturing Alliance Quarterly Meeting Presentation

Economic Development Analyst Juan Carranza presented at the San Joaquin Valley Manufacturing Alliance (SJVMA) Quarterly Meeting to promote the Fresno EDC’s and Fresno Energy Watch’s services to the SJVMA board members and a variety of other organizations and stakeholders in attendance. Additionally, Juan provided a presentation outlining program details, process and benefits to all board members.

California Infrastructure and Economic Development Bank (iBank) Partner Meeting

The Expansion, Retention and Attractions staff met with Emily Burgos with GO-Biz’s iBank. They wanted to take the opportunity to meet with the EDC to provide updates on active clients and leads, as well as information on the various iBank programs, including the Infrastructure State Revolving Fund, California Lending for Energy and Environmental Needs Center, Small Business Finance Center and the Bond Financing Program. The breadth of iBank’s resources are aimed at small businesses that are not conventional loan ready. Whether through technical assistance, financial literacy training or microloans, iBank’s resources can be a great resource for Fresno County’s small businesses.

Biodico Microgrid Grant Participation

The Fresno EDC will be participating in Biodico’s next grant application which is due October 20th. The EDC will serve as a subcontractor for workforce development which will include NEO and approximately 20 hires in the first year after receiving grant funding. All of these positions will be in the west side of Fresno County and are good paying jobs in the energy industry.

Other Activities

Additional Events and Activities:

7/07/17	California Competes Workshop
7/10/17	Clovis City Council Meeting
7/11/17	AB301 Support Testimony
7/12/17	SB649 Support Testimony
7/12/17	2017 City of Clovis Coordinating Meeting with Andy Haussler and Shawn Miller
7/13/17	Fresno Energy Watch and U.S. Green Building Council Meeting
7/14/17	WOW! Library WithOutWalls Coordinating Meeting
7/14/17	Fresno Chamber of Commerce Eggs & Issues: Assemblymember Dr. Joaquin Arambula

7/17/17	Hyatt Place Fresno Groundbreaking
7/18/17	Fresno4Biz Monthly Partners Meeting
7/19/17	Mariposa Plaza Activation Project public meeting
7/20/17	Transformative Climate Communities Steering Committee
7/21/17	City of Fresno Coordinating Meeting with Larry Westerlund and Kelly Trevino
7/25-27/17	Central California Delegation to Valley of Guadalupe & Ensenada, Baja California, Mexico
7/27/17	Fresno Food Expo
7/31/17	San Joaquin City Council Meeting
8/3/17	Veteran's Employment Committee Meeting
8/3/17	Coalinga City Council Presentation
8/3/17	ROI & Fresno County EDC Select USA Conference Call
8/16/17	Fresno Green Team meeting - GRID Alternatives Initial Contact
8/16/17	FDI Core Team Meeting
8/17/17	Quarterly Fresno4Biz (Business Serving Partners) meeting
8/17/17	Oppose AB1250 Press Conference
8/18/17	Eggs & Issues: Wilma Quan-Schecter
8/18/17	CCVEDC Board Meeting
8/23/17	Team California Planning Session Board Meeting
8/27/17	Innovative Tech Solutions Canada Select USA Follow up Meeting
8/30/17	Negociantes Unidos featuring Supervisor Sal Quintero & Derek Franks
8/3/17	City of Sanger City Council Meeting
9/6/17	Webinar: Transit-Oriented Development and Land Revitalization 9/6
9/8/17	Ground Breaking Ceremony: Selma Health Center
9/11/17	Clovis City Council Meeting
9/13/17	Downtown Investment Series at Bitwise
9/13/17	GO-Biz Quarterly Conference Call
9/14/17	State of the County Luncheon
9/14/17	San Joaquin Valley Energy Watch Collaborative bi-monthly meeting
9/19/17	Fresno4Biz Monthly Coordinating Meeting
9/20/17	CDBG Program Redesign Meeting
9/26/17	Cen Cal Workshop Planning Conference Call
9/26/17	Global Cities Initiative Webinar on Global Fluency and Columbus, OH
9/29/17	City of Clovis Coordinating Meeting

APPENDIX
Item 1

Clients and Businesses Contacted

Clovis

Blue Ocean Development	Absolute Plumbing	Advanced Energy Services, Inc.
Accounting America	Arise Ventures Incorporated	Anlin Industries
Appl, Labs	Arrow Tech Heating & Cooling	Best Party Rentals
Barretos Painting and Decorating	Beau Matthews	California Plumbing
City of Clovis	Central Valley Electric	Chronic Tacos
Clovis Community College - Herndon Campus	Great Western Heating & Air Conditioning	Eleventh Hour
Clovis Custom Drywall	Harvey Moskowitz Electrical	Fresno Temp Pro
Clovis Pet Hospital	Hd Electric	Galvan and Sons AC and Heating
Clovis Polycon	Ie Innovations, Inc.	Homewood Suites by Hilton
Eventguru LLC	Jensen Electrical Services	Insight Consulting
Grizzly Construction	Live Wire Electric	Mark Allan Parker
HIGHPOINT CAPITAL	Mains Dean Electric Inc	Mark's Chevron
Machine Experience & Design, Inc.	Martinez Air Conditioning	Mid Valley Builders
Marc A Cunningham Ins	Matt Pittman Heating and Air Conditioning Inc.	Pacific Plumbing
New Visions Solar	Null Electric Consulting Service	Salem Plumbing
PR Farms	R & M Rooter & Plumbing	Scott's septic Tank Pumping
Price Paige & Company	Signature Electric	Snowflake Designs

Sequoia Companion Care
Shemin Garden LLC
The Brioche Lady

The Plumbing Co Inc
Word of Mouth Hvac

Specialty Plumbing & Heating
Zone 9 Brewing

Coalinga

City of Coalinga
Coalinga Hardware
Matt's Quick Lube
New China Restaurant

East Rural

Agroplantae, Inc.
Centerville Elementary School
Centerville Fruit Station
Circle C Market
Minkler Cash Store
Poindexter Nut Co.

Firebaugh

City of Firebaugh

Fowler

Borga Steel Buildings and Components Inc.
Sierra Auto Center

Van G Logistics
Scotties Electrical Service

F B Electric
American Plumbing Solutions Inc
Bobby Salazar's Mexican Food
Products
City of Fowler
National Raisin Company

Kebab City
Bravo Farms
Fowler Chamber of Commerce
Maxco Supply, Inc. (Fowler)

J & J Heating and Air
PORTER'S PLUMBING, INC.
Mark R Stockwell

Fresno

170525A1
1821 Gallery & Studios
A and G Electric Group Inc
A Better Choice Preschool
A-C Electric Company
Actagro, LLC (Corporate)
Air Comfort Solutions
Air Conditioning By Emeror
Air Conditioning Concepts

Food Safety Net Services
Forever Care, Inc.
FreshKO Produce
Fresno County Board of Supervisors
Fresno County Library
Fresno Flyer
Fresno Food Expo
Fresno Medical Center Inc.
Fresno Metropolitan Flood Control District

Milburn Dental
Modern Custom Fabrication Inc
Nabeel Joseph DDS
Nancom
Nation Air Conditioner Htg.
NDS, Inc.
Neighborhood Thrift
Nobico, Inc.
Noble A1 Plumbing

Fresno

Air Control Balancing Inc
AIS Market Research
Albright Electric, Inc.
All Mechanical Service
All On Electric
AM Consulting Engineers
Amani International, LLC
American Finest Medical Transportation
Ami Concepts
Ananta USA
Ann Marie Productions (AMPtv)
Anthony Troisi General Contracting
Arise Solar
AT Medical Transportation
Attentive Senior Care LLC
Automotive Electronics Services, Inc.
Baker Distributing, Inc.
Bank of America- Wishon
Belen Sanchez Insurance

Fresno Plumbing & Heating, Inc.
Fresno Regional Workforce Dev Board
Full Circle Brewing Company
FXO Legend Grown
G&H Electrical Construction, Inc.
Gabe's Air Conditioning Heating
Gardner Window Solutions
Goodwill Industries
Goulds Pumps, Inc.
Graybar Electric
Graybar Electric (Local Branch)
Great American Car Wash
Great Quality Airconditioning
Green AG Solutions, Inc.
Green Services Network
Grid Alternative
Grossman Law Offices
Grossman Law Offices
Gusmer Enterprises, Inc.

Olam
Ortiz LED Solutions
P S Power Solutions
Pacific Grain & Food LLC.
Pacifica Pizza
Papa Murphy's Pizza
Partners Personnel
Pickett Solar
Pittman Enterprise's
Project Eatery
Qontact
Quantum Machining and Design
Reading and Beyond
Renewable Electric
RFMC Construction, Inc.
RGS Energy
RH Defense
Ritchie Trucking Service, Inc.
Robert James Lewallen

Bella Fiore
 Big Joes Plumbing
 Bon Gout Gelato Lounge
 Bowman Electric
 Boxless Bookkeeping
 Brissette Electronic Billing Service
 Building Construction & Plumbi
 Burns & Whitaker Insurance (Fresno)
 Byers Accountancy Corporation
 California Solar Systems, Inc.
 Calvin Moore
 Candies Tolteca Inc.
 CardQuiry
 Casa de Tamales, LLC
 Cedarbrook Memory Care Facility
 Cell Pros
 Central Valley Auto Glass
 Central Valley Machining Inc.
 Certified Meat Products
 Certified Medical Testing
 Cintas Corporation No. 3
 Clemens Heating & Air Conditioning
 Climate Controllers Air Conditioning
 Comfort Med Trans Inc.
 Comtek
 Contra Costa Electric, Inc.
 Contreras Smog & Auto Repair
 County Administrative Office
 Crazy Squirrel Game Store, Inc.
 Cummins West Inc
 CVI Group, LLC
 D & S Plumbing Heating & Air Conditioning
 Daniel Tavares

HandsOn Central California
 Harris Construction Co., Inc.
 Helados La Tapatia
 Herndon Auto Service
 Highlands Energy Services
 Hi-Top Coffee
 Hunter Electric
 ImMODO Energy Services Corporation
 Industrial Electric Digital System Group
 InfraComm Solutions
 Iron Key Real Estate
 J and J Vending
 J T Truck Repair
 J.C. Melton Air Conditioning
 JD Food
 JD Home Rentals
 Jefferson Mechanical Services Inc
 Jen-n-Al's
 Jk Plumbing
 Johanson Transportation Service
 Jubilee HomeCare. Inc
 JV Electric
 Kearney Metals
 Keiser Sport Health Equipment
 Kennys Heating & Air Con
 Kocky's Bar and Grill
 La Arepa
 La Elegante
 La Tapatia Tortilleria, Inc.
 Lanna Coffee Co
 Law Offices of Eric P Escamilla
 Legendary Pho Kitchen
 Lifestyle Furniture

Rocky Mountain Chocolate
 Roy Walker Farm
 Ryan Pastoral Center
 Saf-T-Cab Inc
 San Joaquin Controls Inc
 San Joaquin Electrical
 Sanchez Hvac
 Satterlee Electrical Services
 Saunders Automatic Service, Inc.
 Sha Investments Inc.
 Side Job Plumbing
 Sierra HR Partners, Inc.
 S.E. Fresno Com. Development
 Specialized Air Conditioning
 Starrhub
 Stitch Master Embroidery
 Stockdale Air Conditioning
 Strategic Mechanical
 Streamline CPA
 Student Nest
 Subway (First and C Street)
 Sunfinity Solar
 Talons Landscape Inc.
 Team Ro Productions
 Tent City Canvas House
 The Brownie Baker, Inc.
 The Clean Up Man
 The Light-House
 The Stacking Shed
 Top Drawer
 Toure Associates
 Tower Sports Club
 Townsend House Facility

Fresno

DeMera DeMera Cameron
 Department Of Commerce
 Dmax Hvac and Home Services
 Dorfmeier Masonry, Inc.
 Eagle Powder Coating
 Electronic Recyclers International, Inc.
 Elite Comfort Home Care
 Ellen Air & Heating
 Eurofins Scientific, Inc.
 Excelsior Metals, Inc.
 Exec. Lounge & Business Formation Center
 Expert Mechanical Contractors
 Expo Party Rentals
 Extreme Communications
 First Continental Mortgage
 First Financial Security
 First Health Medical Center

Lifestyle Solar
 Lighthouse Electrical, Inc.
 Love & Garlic
 LYLES MECHANICAL CO.
 M C K Electric
 Mackney Electric Inc
 Madco Electric
 Mariposa Plaza Activation Project
 Marquez Brothers International
 Maximum Air
 Mayu Capital Lending, Inc.
 McMillan Consulting
 Melvin Williams Electrical
 Mesa Energy Systems, Inc.
 Meza Films
 Mia Bella Foods, LLC
 Michael Cole Electric

Trademark Construction
 Travel is S.W.E.L.L
 TTRS, INC.
 United Western Industries
 Universal Metal Solutions, LLC
 USA Garlic Machinery
 Valley Adult Day Health Care
 Valley Fig Growers
 Valley Industrial Products
 Valley Protein
 Valley Wide Beverage Company
 Valleywide
 Valparaiso Cafe
 Vangold Financial Services
 Vivint Solar
 Zermeno S Plumbing
 Zii, Inc.

Kerman

Kingsburg

California Mfg and Eng
City of Kerman
Mid Valley Disposal

Mendota

Farmer's Insurance

Metro Rural

Fiore Di Pasta
J-Line Pump Co / American-Marsh Pumps
Praxair Distribution Inc.
TGS Transportation, Inc.
Wells Upholstery

Reedley

Air-O-Fan
City of Reedley
GAR Tootelian
Thiele Technologies

Sanger

Artman Plumbing
B & C Heating & Cooling
California TrusFrame, LLC
City of Sanger
CMC Electric
D&M Heating & Cooling
Dohrman Plumbing & Heating
EARL G BOLIN
G and A Electric

Selma

A and J Electric
Albert L Mendez Air Conditioning and Heating
All Wire Electric Inc
Alves Electric
Bight Light Electric
Bray's Hoe Svc.
Ce Stalie Plumbing Servic
Central Valley Air
City of Selma

West Rural

Biodico
Brandt Consolidated, Inc.
Fowler Packing, Inc.
Kevin East Electric Incorporated
Linmore LED Labs, Inc.

All Right Aire Incorporated
City of Kingsburg
Connect Solar & Electric, Inc.
Ens Don Electric
Jacks Refrigeration
Joe Saubert Inc
Johnson, Jeff Air Conditioning & Heating
Larger Electric, Inc.

Orange Cove

City of Orange Cove

San Joaquin

Calstar Capital Corp
City of San Joaquin

Norcal Rotoco Fresno
Power Design Electric, Inc.
Ray Arnold Plumbing
Scooter Rooter Plumbing Inc.
Sun-Maid Growers of California
T & T Electric
Total Air

Parlier

Britz-Simplot
City of Parlier
Fg Electric
Maxco Supply, Inc.
United Health Centers
Usda, Ars, Sjvasc

Hess Electrical
Initiative Foods, LLC
J D Triffon
Leading Edge Electric Inc
Luna S A/C & Heating
M Electric
Pitman Farms: Mary's Free Range Chicken
Precision Metal
Sachdeva Orthodontics
Sol. Hvac Svc.

Fedor Plumbing
Fox Drug Store
Fresno Valves & Castings, Inc.
Garcia's Electric
Glacier Refrigeration and Air
Golden State Mechanical
Kelly Jones Plumbing
Precision Plumbing

Olam Spices & Vegetables Ingredients
Sempra Renewables
True Organic Products, Inc.
Westland Auto Sales