



# **County of Fresno Quarterly Activity Report**

## **Quarter 1**

**Fiscal Year 2018-2019**

**July 1, 2018 – September 30, 2018**

Lee Ann Eager.....President/CEO  
Paul Thorn.....Controller  
Sera Larsen .....Chief Operating Officer  
Will Oliver.....Director of Business Services  
Andrea Reyes.....Director of Client Services  
Jose Mora.....Client Services Manager  
Josh Howell.....Data Administrator  
Lavell Tyler.....Economic Development Specialist  
Tracy Tosta.....Economic Development Specialist  
Jacob Villagomez.....Economic Development Specialist  
Curtis Williamson.....Economic Development Specialist  
Amanda Bosland .....Retail Business Development Specialist  
Nicholas Vincent.....Research Analyst  
Juan Carranza.....Economic Development Analyst  
Mandip Johal.....BEAR Coordinator  
Jenna Lukens..... Training Coordinator  
Margaret Ingham.....Retention Specialist  
Miguel Herrera.....Retention Specialist  
Lisa Peoples.....Investor Relations  
Courtney Ramirez.....Business Attraction 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 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

### 1<sup>st</sup> Quarter, FY 18-19

#### Industrial, Office, and Retail Vacancy

In Fresno County this quarter, the industrial vacancy rate decreased from 4.9% to 4.5%, the office vacancy rate decreased from 8.5% to 8.0%, and the retail vacancy rate decreased from 5.8% to 5.2%.

Q1 FY18-19	Industrial	Office	Retail
Fresno County	4.5%	8.0%	5.2%
East Side	3.2%	0.3%	4.1%
West Side	8.4%	4.5%	6.3%

#### September 2018 Unemployment Rates

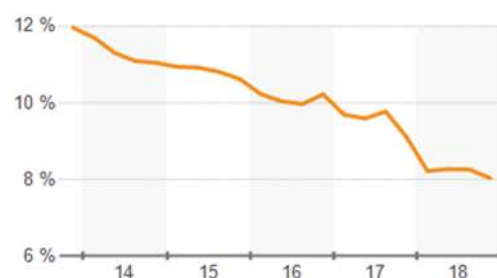
The unemployment rate in Fresno County was 6.9 percent in May 2018, down from a revised 7.5 percent in April 2018, and below the year-ago estimate of 7.8 percent. This compares with an unadjusted unemployment rate of 3.7 percent for California and 3.6 percent for the nation during the same period.

Area	Labor Force	Unemployment Rate
Fresno County	453,900	6.9%
East Side Cities	42,600	7.9%
West Side Cities	25,900	7.6%
Metro Cities	291,600	5.4%
Unincorporated Areas	93,800	7.5%

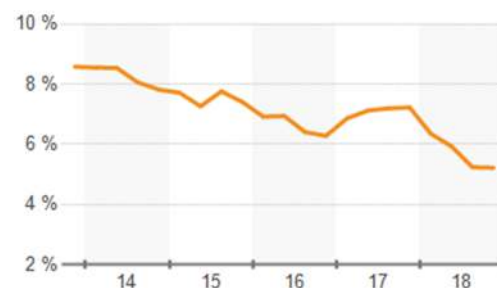
Vacancy Rate – Industrial



Vacancy Rate – Office



Vacancy Rate – Retail

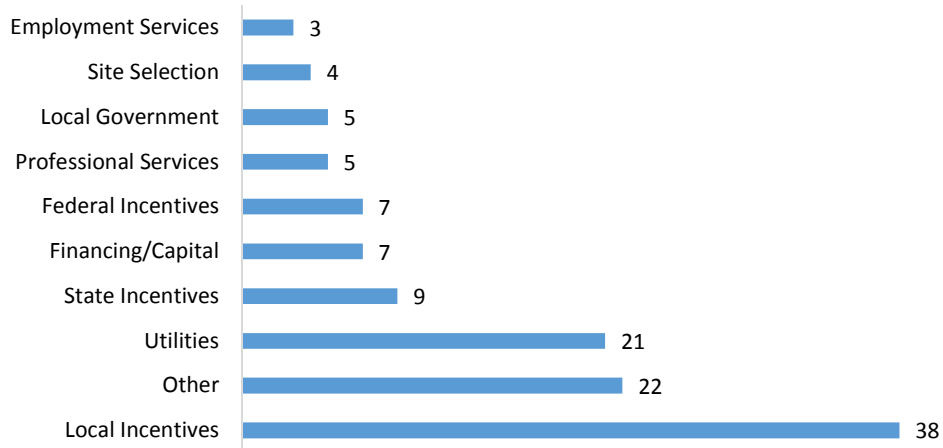


## Business Retention and Expansion Outreach

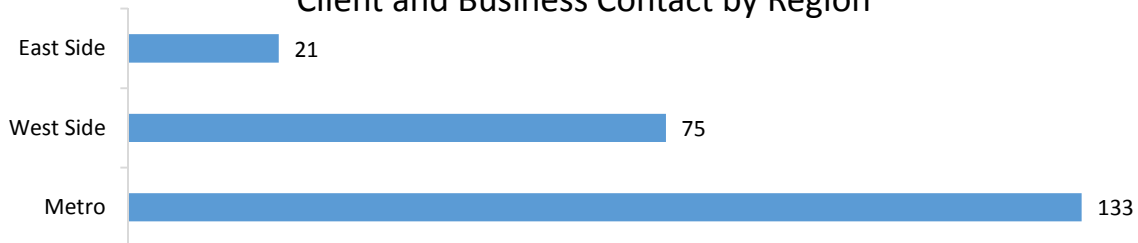
Stemming from direct outreach, workshops, one-on-one meetings, and marketing efforts, the areas of interest and number of referrals generated are reflected below:

	Q1 2018 -2019
<b>Businesses Contacted</b>	<b>229</b>
<b>Referrals</b>	<b>121</b>

### Referral by Service Type



### Client and Business Contact by Region



East Side	West Side	Metro
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

29

2

New Qualified Leads

Attraction/Expansion Announcements

During the quarter, the EDC generated **29** new business leads, with **2** new attraction and expansion project announcements expected to initially generate 20 new full-time jobs, with more on the horizon as the facilities become fully operational.

### New Qualified Leads

	Client Number	Source	Sector	Jobs	Site Requirement	Region
July	180709A1	Direct	Manufacturing	400	60,000 SF	Fresno
	180709R1	Direct	Accommodation and Food Services	TBD	2,000 SF	Fresno
	180710A1	Local Partner	Transportation and Warehousing	15	40,000 SF	Fresno; Unincorporated
	Planet Hydrogen	GO-Biz	Manufacturing	47	31,000 SF	Fresno; Unincorporated
	Project Palatka	GO-Biz	Manufacturing	120	40,000 SF	Fresno; Unincorporated
	CCVEDC 1828	CCVEDC	Administrative and Support Services	TBD	100,000 SF	Fresno
	CCVEDC 1829	CCVEDC	Administrative and Support Services	TBD	30,000 SF	Fresno
	180717R1	Direct	Construction	TBD	TBD	Kingsburg; Coalinga
	180718R1	Direct	Construction	TBD	TBD	Coalinga; Kingsburg; Fresno
	180719R1	Direct	Retail Trade	TBD	30 AC	Kerman
	Project PB West	CCVEDC	Agriculture	75	180,000 SF	Fresno; Unincorporated
	180730R1	Local Partner	Retail Trade	TBD	TBD	TBD
	180802R1	Local Partner	Retail Trade	TBD	TBD	Fowler
August	Project Perfect Package	GO-Biz	Manufacturing	60	300,000 SF	Unincorporated
	Project Regal	GO-Biz	Manufacturing	135	50 AC	Fresno; Unincorporated
	180808A1	Direct	Administrative and Support Services	125	15,000 SF	Fresno; Clovis
	180809A1	Direct	Manufacturing	25	80,000 SF	Fresno; Unincorporated
	180813A1	Local Partner	Manufacturing	TBD	250,000 SF	Mendota; Unincorporated; Fresno; Kerman
	180820A1	Local Partner	Transportation and Warehousing	TBD	20 AC	Kerman; Mendota
	180822A1	Direct	Waste Management and Remediation Svs	TBD	TBD	Unincorporated
	180824A1	Direct	Manufacturing	10	TBD	Clovis
	180827R1	Direct	Retail Trade	TBD	40,000 SF	Coalinga
	180827A1	Direct	Arts, Entertainment, and Recreation	TBD	40 AC	Clovis; Sanger
	180828E1	Direct	Wholesale Trade	50	41,250 SF	Fresno

September	180904R1	Local Partner	Accommodation and Food Services		TBD	Coalinga
	Project Redwood	GO-Biz	Manufacturing	250	200 AC	TBD
	Project Lucy	Local Partner	Agriculture	50	120,000 SF	Fresno
	Project Cascade	GO-Biz	Wholesale Trade	15	40,000 SF	Fresno; Unincorporated
	180925R1	Local Partner	Retail Trade	TBD	TBD	Coalinga

Source	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

### Q1 Site Visits

Date	Client Number	Sector	Sites or Area
9/1/2018	180824A1	Manufacturing	Clovis, CA
9/13/2018	180809A1	Manufacturing	Fresno, unincorporated Fresno (DDG properties)
9/14/2018	180409A1	Manufacturing	North Pointe Business Park, Fresno, CA

### New Project Announcements

Company	Client Number	Sector	Address	Project Size	Jobs	Investment
Medcare Health, Inc.	180424E1	Wholesale Trade	5475 N. Fresno St., Fresno, CA	1,500 SF	5	-
Universal Coatings, Inc.	180410E1	Construction	Palm Lakes Business Park	34,837 SF	15	\$3,300,000

### PROJECT ANNOUNCEMENT HIGHLIGHTS

**Universal Coatings, Inc.:** Universal Coatings, a roof coating contractor, became the first business to announce their expansion into the 63-acre Palm Lakes Business Park after their purchase of 2.7 acres officially closed last month. Universal Coatings plans to build a new 35,000 SF facility to better accommodate their growth as they are beyond capacity at their current leased facility in Malaga. Long term plans include manufacturing their own product in-house. Universal Coatings currently employs 21 and plans to add another 15 with their expansion. The company also recently received \$13,000 in development impact fee waivers from the City of Fresno through the iDIFER program.

**Medcare Health, Inc.:** A local medical supply wholesaler, Medcare Health, added a new business unit into their operations which required them to identify a larger office space in Fresno to accommodate the additional staff. Previously located in Reedley, Medcare is now located in 1,500 SF near the intersection of Fresno and Barstow.

## 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, BROKER EVENTS, AND MISSIONS

#### MARKETING

**CCVEDC So Cal SIOR Dinner and Networking Event** – Costa Mesa, CA

Date: September 13, 2018

Contacts: 40

**CCVEDC New York Broker Mission** - New York, NY and Bridgewater, NJ

Date: September 17-19, 2018

Contacts: 30

**CCVEDC Nor Cal SIOR Networking Event** – San Francisco, CA

Date: September 20, 2018

Contacts: 50

## 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, and Ready2Hire, and identify prospective employers to hire from the pool of eligible NEO job seekers.

New Employment Opportunities (NEO) 2017-2018*	Actual	Contract Goal
YTD - New NEO/ Unsubsidized/ Renewed Participating Businesses	174	150
YTD - Positions filled by Businesses	392	200
YTD - Job Postings	606	500
YTD – Job Fairs	4	4
YTD - Employer Training	10	4
YTD - Recruitments	8	8

\*Contract Start Date October 1, 2017

## 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 industries such as technology, transportation, skilled welding, and trades, 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.

Aug 2016 – Current   Cohorts 1 – 7 Status	
Completed	75
Entered Employment	66
Placement Rate	88%

Cohort #8 began September 13th

### West Hills College, Coalinga

*Class A Truck Driving Class.* The 10-week training is a partnership between Fresno County EDC, the Department of Social Services, West Hills College, and Lawson Rock and Oil.

Feb 2015 – Current   Cohort 1 – 27 Status	
Obtained CDL	184
CDL – Medical Leave/Moved out of County	-13
Entered employment	145
Placement Rate	85%

## Global Cities Initiatives & Exchange (GCI)

### Americas Competitiveness Exchange

President and CEO, Lee Ann Eager, will be participating with EDC staff in the 10th Americas Competitiveness Exchange (ACE) event on October 24th. ACE 10 will bring 50 international high profile government, business, policy and economic decision makers to Fresno County, providing high level exposure and international focus on Fresno County and its cities.

Economic Development Coordinator Tracy Tosta and Economic Development Specialist Curtis Williamson connected with the different participating sites to complete site selection documents, speaker bios, traffic routes, and secured participation in the event from three local breweries. The EDC's efforts have been recognized by the Economic Development Administration, Organization of American States, and OCED for the responsiveness and attention to detail the EDC has been able to provide; specifically in regards to the site selection documents which were completed and submitted for all sites. The event currently has over 50 confirmed attendees, one of which ED Coordinator Tosta connected with Lee Ann Eager for a meeting in Berlin this month, helping to maximize time spent on the Germany trade mission.



## High-Speed Rail

Client Status	County	City
Closed	-	34
Active/Existing	61	32
Pending Relocation	1	10
Reconfiguring	4	23
Relocated	22	133
<b>Total</b>	<b>88</b>	<b>232</b>

### Dragados USA | City and County of Fresno

EDC coordinated a meeting between local leaders and Dragados' Executives. Dignitaries included Mayor Lee Brand, Assemblymember Joaquin Arambula, Councilmembers Oliver Baines, and Paul Caprioglio. County of Fresno was represented by Public Works and Planning staff. EDC President/CEO Lee Ann Eager led the informal discussion about Fresno and Fresno County's future with High-Speed Rail. Dragados seeks to build rapport and work closely with local leaders and agencies as it continues HSR work in the region.

## Highlights

### Trade Professional Alliance Workshop

In collaboration with the City of Clovis, the Fresno Energy Watch Program and PG&E conducted the second Trade Pro workshop on August 3, 2018. The workshop connected eight additional local contractors with PG&E's Trade Professional Alliance program. The outreach team contacted over 300 local contractors to educate them on the benefits the program has to offer, which presents business expansion opportunities. EDC staff also presented information on local incentives and services to the attending businesses.

### BOOT Presentation

Economic Development Coordinator Tracy Tosta presented Fresno County EDC information to a group of 16 business owners and community members at the monthly Clovis Business Organization of Old Town (BOOT) meeting. The group discussed the events in Old Town as well as the challenges they face with parking and developing a cohesive retail environment through the growth of the area. One business has followed up with EDC to obtain services.

### Roll Me Some Ice

In October 2017, the rolled ice cream company opened a temporary site in Clovis. In August, the company was able to secure a permanent location. With the assistance and support from the EDC as well as SCORE, the company moved from a transportable cart, to 500 square feet of leased space, to now 1,300 square feet of permanent high-foot traffic space on Pollasky Avenue in Old Town Clovis. They have also joined the Business Organization of Old Town (BOOT) and look forward to expanding further in the years to come as the two owners develop their entrepreneurial skills.

**AB 398 Implementation Discussion**

The Fresno Chamber of Commerce hosted a panel discussion regarding AB 398, recent legislation that seeks to extend the State of California's cap-and-trade regulation. The panel included: the Fresno County Farm Bureau, California League of Food Producers, Milk Producers Council, Nisei Farmers League, San Joaquin Valley Air Pollution Control District and the Fresno Chamber of Commerce. AB 398 extends California's landmark greenhouse gas cap-and-trade carbon market through 2030. It directs the California Air Resources Board to modify the program's cost containment mechanism and will continue to place limits on high-polluting companies. The discussion was aimed at providing a forecast for state regulations relative to Fresno County farms, food producers/manufacturers and what it could possibly mean for polluters that do not meet the requirements.

**Clovis Northeastern SOI Expansion**

The EDC was pleased to attend the September 17th, 2018 Clovis City Council meeting as they took another step closer toward expanding their commercial and industrial land inventory, which is greatly needed to accommodate future job generating projects. Economic Development Coordinator Tracy Tosta provided support regarding the approval of the item, which will pave the way for 1,000 acres to be included in the City's sphere of influence. EDC staff is excited at the potential that this planned development can have in aiding our business expansion and attraction efforts with such an increase of future industrial and commercial land.

## **APPENDIX**

### **Item 1**

## **Clients and Businesses Contacted**

### **Metro Area**

#### ***Unincorporated***

TGS Transportation, Inc.  
Michelsen Packaging Company

#### ***City of Clovis***

RVs 4 Less DBA RV Liquidation Center DA Designs Dancewear Inc. Roll Me Some, Inc. DBA Roll Me Some Ice Mi-Rancho Tortilla KW Automotive North America, Inc Generation Commercial, Inc. Outdoor Environment	World Class Painting H & R Block Westech Systems The Garage Do-It-Yourself Auto Repair, LLC. Anlin Industries Enjoy Technology, Inc Clovis Polycon Valley Chrome Plating	Excel Sign Company Peacock Market My Gym Clovis Ewing Irrigation and Landscape Supply Best Party Rentals Caliber Collision Clovis Glass Company, Inc
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#### ***City of Fresno***

Diversified Development Group The Pi Shop Made for Them McGaughys Suspension Parts Evan Patterson Construction Inc. Alert-O-Lite Crazy Squirrel Game Store, Inc. California Bedrooms, Inc. Cintas Corporation No. 3 Keiser Sport Health Equipment Candies Tolteca Inc. Fresno Plumbing & Heating, Inc. Quantum Machining and Design, Inc. City of Fresno Central Valley Urban Institute Vision View Partners, LLC South East Fresno Community Development Fresno Metro Black Chamber of Commerce Robert Ellis Leasing and Investment Inc. Mi Panaderia La Michoacana Ideal Care Center Tent City Canvas House Edible Arrangements Intrade Industries Inc. The Meat Market - Fresno Regency Property Management Potter's Studio Tarlton And Son Inc. LandDesign Consulting Tower District Marketing Committee Caglia Environmental Full Circle Brewing Company Darshan Singh Residential Developments Tactical Ops Brewing, Inc. Seva Beauty Fresno County Office of Education	Guardian Angel's ADHC PACE Supply Corp. Communities for Living Vigilant Private Security, Inc. Valley Document Solutions, Inc. Dianas' Universal Meditech Inc. PMT Fleet Services WASATCH Property Management Stitch Master Embroidery Aesop's Tables Cedar Avenue Recycle and Transfer Station IKP Partners, Inc. dba Indian Kebab Palance Clovis Diesel Comprehensive Addiction Programs, Inc Partow Inc. DBA Caspian Grill AJ Excavation Inc. Las Espuelas Restaurante Princess Bridal & Quinceanera IMAGEN GRAPHICS DESIGN PRINT Valley Battery J.A. Sanders Construction Central Valley Labels, Inc. PNM Company Central Floor Supply Fast Tire Service Fresno Sierra Motorsport Clovis Marine Fresno Neon Sign Co., Inc. Carrier Corporation Central Valley Overhead Door Agri-Turf Excelsior Lighting Integrated Electronics Team Worldwide Meclec Metal Finishings Inc	3D Datacom Fannco Builder H & S Management Inc VMECH Insul-Crete Zack's Brewing Company Producers Dairy Foods, Inc. Law Offices of Paul M Smith II ZIM Industries Cargill Toledos Mexican Restaurant Family Option Geil Enterprises Browning Contractors Inc. Central California Inbound CenCal Demolition Inc Maurin Construction, Corp. Glaser Enterprises Inc Shelco Industries Teledata Services Co Stone Soup Fresno Eurofins Microbiology Laboratories, Inc. Mia Bella Foods, LLC The Brownie Baker, Inc. RFMC Construction, Inc. Arte Americas 1418 Fulton / Laguna Collective Streamline CPA J T Truck Repair Pools By Waterston Inc. Contreras Smog & Auto Repair Love & Garlic Bocca Taqueria Best Equipment & Supplies Co. Rudy Jr's Chicken Man Tagua
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## Five Cities JPA

### ***East Rural***

Decorate Draperies

### ***Kingsburg***

OFR Corporation

### ***Parlier***

Maxco Supply, Inc.

180412A1

### ***Selma***

London Properties-Selma

City of Selma

Central Valley Engineering & Surveying, Inc.

MQM Pizza Inc.

Nia Healthcare Services, Inc.

Krazy Fruta

### ***Sanger***

California TrusFrame, LLC

Pitman Farms: Mary's Free Range Chicken

Kings River Powder Coating, Inc.

Fresno Fab-Tech, Inc.

HOPE Sanger

SAM Academy

Elite Comfort Home Care

Wonder Valley Ranch Resort

American West Books, Inc.

## West Side

### ***Coalinga***

Tropicana Supermarket

Tito Balling Inc.

Smith Peace & Repair Massage

Solomon Electric and Data, Inc.

Terry Johnson Trucking, Inc.

West Hills Community College District

### ***Firebaugh***

Eppler Truck Sales

Farmers Insurance - Miguel

Firebaugh Family Health Center

G & R PLUMBING

Golden Valley Realty

Hiller Aircraft

Jeff Robertson Welding

K B Electric

Miguel's Plumbing Service

N F Davis Drier & Elevator

Peri & Sons Farms

Saul's Smog and Repair

Tharp's Farm Supply, Inc.

Westside Drug Co

Ace Hardware

Valle Del Sol

Sequoia Packing Company

Agri-Valley Irrigation, Inc. (Firebaugh)

All Season A/C and Heating Inc.

Anthony's Shop

Charles Lindsey's Tractor Repair

City of Firebaugh

Comfort Pro Heating and Cooling

Crop Production Services

Eppler Towing

### ***Huron***

Bynum's Pleasant Valley Mortuary, FD-208

City of Huron

Mm Custom Harvester Inc (Summer Harvest)

### ***Kerman***

DOUGLAS N RUTHERFORD

Extreme Heating + AC

Garcia's Super Market

Helmuth Motorsports

Ideal Furniture Galleries

Kerman Chamber of Commerce

Mac's Equipment Inc.

Miggy's Heating and Cooling

Pacifica Pizza Kerman CA.

Payton Trucking & Repair

S E Electric

Valley Food Super Center

MEC Aerial Work Platforms

California Ag Research, Inc.

A B C T.V & Video Service

B G'S Refrigeration

CA Manufacturing and Engineering Company

CAMCO Ag & Fertilizer Equipment

City of Kerman

### ***Mendota***

Alarcon Heating and Air Conditioning

City of Mendota

Mendota Smog and Repair

Twins Auto Repair and Parts

Victors Tractor Repair

### ***San Joaquin***

City of San Joaquin

Leo's Tire Service

Antojitos Guanacos

CARQUEST Auto parts

Karylulus Gift Shop

### ***West Rural***

HEP Electric - HP Water Systems

Yribarren Farms

JPF, Inc.

Caruthers Engine Parts, Inc.

NAPA Auto Parts - Caruthers Auto Supply

Clevenger Mercantile

Caruthers Lumber

Mid Valley Manufacturing Inc.