



County of Fresno

Quarterly Activity Report

Quarter 3

Fiscal Year 2018-2019

January 1, 2019 – March 31, 2019

Lee Ann Eager	President/CEO
Paul Thorn	Controller
Andrea Reyes	VP of Business Development
Will Oliver	Director of Business Services
Jenna Lukens	Contracts Manager
Tracy Tosta	Economic Development Coordinator
Clay Gilpin	High Speed Rail Coordinator
Josh Howell	Data Administrator
Lavell Tyler	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	Workforce Coordinator
Miguel Herrera	Retention Specialist
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;
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 18-19

Industrial, Office, and Retail Vacancy

In Fresno County this quarter, the industrial vacancy rate decreased from 4.7% to 4.0%, the office vacancy rate decreased from 7.5% to 6.9%, and the retail vacancy rate increased from 5.6% to 5.7%.

Q2 FY18-19	Industrial	Office	Retail
Fresno County	4.0%	6.9%	5.7%
East Side	4.1%	0.7%	3.9%
West Side	6.5%	4.7%	6.5%

Source: CoStar.com

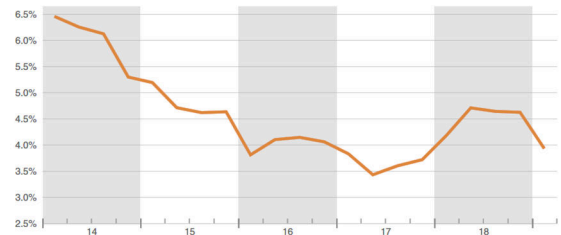
February 2019 Unemployment Rates

The unemployment rate in the Fresno County was 8.9 percent in February 2019, unchanged from a revised 8.9 percent in January 2019, and below the year-ago estimate of 9.1 percent. This compares with an unadjusted unemployment rate of 4.4 percent for California and 4.1 percent for the nation during the same period.

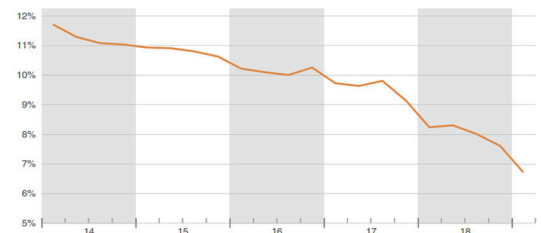
Area	Labor Force	Unemployment Rate
Fresno County	462,200	8.9%
East Side Cities	45,600	11.7%
West Side Cities	27,100	11.7%
Metro Cities	291,500	5.0%
Unincorporated	98,000	9.7%

Source: State of California Employment Development Department

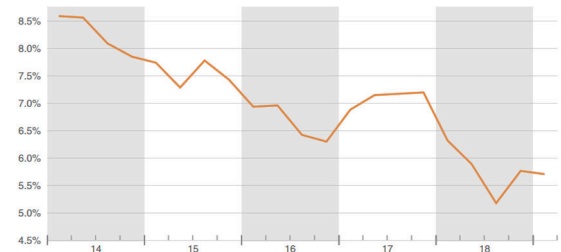
Vacancy Rate – Industrial



Vacancy Rate – Office



Vacancy Rate – Retail

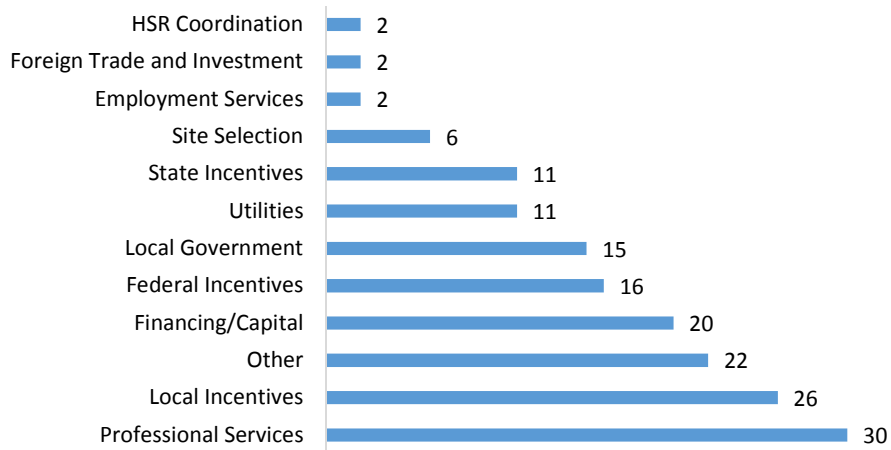


Business Retention and Expansion Outreach

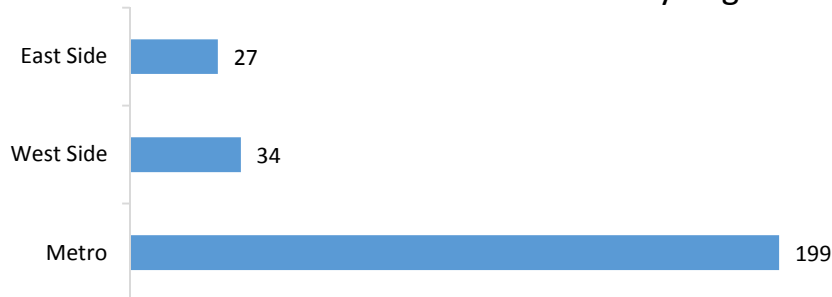
Stemming from direct outreach, workshops, one-on-one meetings, and marketing efforts, the areas of interest and number of referrals generated are reflected below:

	Q3 2018 -2019
Businesses and Clients Contacted	260
Referrals	149

Referral by Service Type



Client and Business Contact by Region

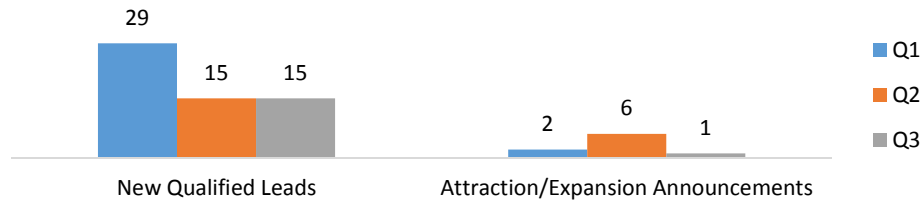


East Side	West Side	Metro
Fowler	Coalinga	Clovis
Kingsburg	Firebaugh	Fresno
Orange Cove	Huron	
Parlier	Kerman	
Reedley	San Joaquin	
Sanger		

See Appendix Item 1 for sources

Business Attraction and Expansion Activity

County of Fresno Business Attraction Activity



During the third quarter, the EDC generated **15** new business leads, with **1** new expansion project announcement expected to retain 5 jobs and generate 5 new full-time jobs.

New Qualified Leads

	Client Number	Source	Industry	Site Requirement	Jobs	Region
January	190130R1	Direct	Car Washes	0.69 AC	TBD	Kingsburg
	190124R1	City/County	Clothing Accessories Stores	TBD	TBD	Coalinga
February	190207A1	GO-Biz	Waste Treatment and Disposal	30 AC	25	Fresno
	190220E1	Direct	Court Reporting	3,500 – 8,000SF	TBD	Fresno
	Project Trinity	GO-Biz	Production Facility	200 – 400 AC	200	Fresno County
	190208A1	CCVEDC	Manufacturing	700,000 SF	TBD	Fresno
	190214A1	Direct	Soft Goods Manufacturing	250,000 SF	50	Fresno
	190218R1	Direct	Limited-Service Restaurants	2 AC	TBD	Clovis, Fresno, Kerman, Kingsburg
	CCVEDC 1901	CCVEDC	Tire and Tube Merchant Wholesalers	3 AC 500,000 SF	20	Fresno County
	CCVEDC 1904	CCVEDC	Plastics Manufacturing	200,000 SF	TBD	Fowler, Fresno, Kerman
	190130R1	Direct	Car Washes	0.69 AC	TBD	Kingsburg
	Project Wagon Wheel	GO-Biz	Pulp Mills	60 AC 425,000 SF	100	Fresno
	181218A1	Direct	Hotels and Motels	TBD	TBD	Clovis, Fresno
March	190326A1	Direct	Food Manufacturing	TBD	TBD	Reedley
	190307E1	Direct	Social Services	5,000 SF	TBD	Fresno

CCVEDC California Central Valley Economic Development Corporation

Direct Client Contacted EDC Directly

GO-Biz Governor's Office of Business and Economic Development

Partner Fresno EDC Partner referral

Q3 Site Visits

Date	Client Number	Industry	Sites or Area
2/22/2019	180824A1	Pharmaceutical Manufacturing	City of Fresno and Clovis
2/5/2019	181218A1	Fertilizer Manufacturing	City of Fresno

New Project Announcements

Company	Industry	City	Project Size	Jobs	Investment	Length of Relationship
Crazy Squirrel	Retail trade	Fresno	3,600 SF	10	100,000	2 Years

Crazy Squirrel Game Store Expansion

EDC staff has assisted Crazy Squirrel Game Store over the past two years, most recently with their selection of a new 3,600 SF facility at 7711 N. First Street in Fresno. EDC staff helped with their site search and conducted an analysis on average asking rents in each commercial submarket. Staff connected Crazy Squirrel with SCORE's Emerging Leaders program to allow them to access additional technical assistance and consulting services to aid in their expansion.

3PL Provider Interest in Fresno County

In 2018, staff made contact with the FedEx's Supply Chain Solutions staff in Memphis, Tennessee to submit properties for consideration for FedEx clients looking for a location with a logistical advantage for future facilities. FedEx offers supply chain consultation services to their clients when looking for ways to improve their supply chain performance, which includes recommending communities for warehouse and distribution centers or potential third party logistics providers (3PL). Since last year, the Fresno County EDC has responded to multiple inquiries from FedEx's Supply Chain Solutions staff resulting in four referrals of local 3PL providers to two national retailers who are growing their e-commerce space. EDC staff values maintaining long-term relationships with brokers, site selectors and consultants as many of our leads are generated directly from our partners.

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

CCVEDC NorCal SIOR Networking Event

San Jose
Date: January 23
Contacts: 25

CCVEDC Bay Area Broker Mission

Oakland; San Francisco; Walnut Creek
Date: January 21-23
Contacts: 15

ICSC Northern California Kick-Off

Berkeley
Date: January 10
Contacts: 23

WestPack 2019

Anaheim
Date: February 5-7
Contacts: 15

World Ag Expo

Tulare
Date: February 12 – 14
Contacts: 12

ICSC Southern California Idea Exchange

Anaheim
Date: February 28
Contacts: 18

ICSC Monterey Conference & Deal Making

Monterey
Date: March 7-8, 2019
Contacts: 25

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) 2018-2019*	Actual	Contract Goal
Participating Businesses	97	150
Job Placements	157	200
Job Postings	259	500
Job Fairs	6	4
Employer Training	3	4

*Contract Start Date October 1, 2018

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 other construction 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 – 8 Status	
Completed	87
Entered Employment	66
Placement Rate	76%
Cohort #9 began 1/28	

Truck Driving

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

Feb 2015 – Current Cohort 1 – 30 Status	
Obtained CDL	198
CDL – Left County	-15
Entered employment	154
Placement Rate	84%
Cohort #29 began 1/30 and Cohort #30 began 3/4	

High-Speed Rail

Since the program inception in 2013, the EDC has assisted 241 property owners throughout the City of Fresno. During this quarter our Business Support Specialists assisted 13 businesses and property owners, making contact 54 times.

Client Status

Closed	34
Active/Existing	32
Pending Relocation	8
Reconfiguring	35
Relocated	132
Total	241

	Info	Service-related
Local Government	6	9
HSR coordination	6	7
Other	5	8
State Incentives	3	3
Site Selection	1	5
Utilities	1	5
Professional Services	1	2

Open Requests for Property

Client #	Industry	Space Needed	Ownership	Preferred Relocation
351	Logistics	3,000 - 5,000 sf	Lease	South Fresno Ind. Mkt.
349	Garments and Laundry	1-15,000 sf office/warehouse	Lease	City of Fresno

Highlights

Bay Area Mission and SIOR Kick Off Event

Director of Business Services Will Oliver attended a Bay Area Broker Mission with the Central Valley Economic Development Corporation (CCVEDC). The purpose of the CCVEDC is to market the Central Valley with a unified voice and one single point of contact. The delegation met with commercial and industrial brokers in Oakland, Walnut Creek and San Francisco to promote the Central Valley's competitive strengths, available speculative building space, workforce, and the inclusion of nearly 150 Opportunity Zones. The Mission provided valuable feedback from the area's leading brokers, which have experienced a near zero vacancy of industrial property, further driving their site search east to neighboring communities. Most importantly, brokers unanimously raised concerns with the inability to identify labor to meet their client's requirements, and cited that the neighboring counties of San Joaquin and Stanislaus are experiencing increases in labor costs comparable to the Bay Area, thus presenting greater opportunity for communities like Fresno.

DBS Oliver also attended the SIOR NorCal Networking Dinner and panel discussion. Prologis Western Manager provided market highlights and indicated that they see e-commerce, both as part of their portfolio, and nationally, as just scratching the surface in terms of its growth potential. Over 80% of their build-to-suit portfolio is centered on e-commerce space. Most importantly, in the event of an economic decline, they don't see e-commerce slowing down as there is a fairly stable demand. Discussions ensued about OZ's, experimentation of vertical warehouse building projects in Seattle and New York, and the greatest threats facing California, such as cost of living, labor availability and taxes. All of the panelists agreed that split role property taxation is inevitable and that buyers/tenants will ultimately absorb higher costs. Prologis, for example, is already anticipating such changes in their financing models.

CALED 39th annual training conference

Economic Development Coordinator Tracy Tosta and Data Analyst Josh Howell attended the 39th annual training conference. Sessions included a range of topics aimed at educating new and seasoned economic development industry professionals. Keynote speaker Chris Thornburg of Beacon Economics kicked off the event with an overview of California's current position in the economic cycle and highlighted the need to focus on elements of a late cycle economic expansion which include investment in infrastructure and workforce training. Sessions included a variety of topics that intersect with economic development such as homelessness, outdoor recreation, downtown revitalization, public investment projects, Opportunity Zones, workforce development, and many more. As a member of CALED the Fresno County EDC has access to a network of other agencies for educational purposes in order to stay abreast of challenges and opportunities within community and economic development.

Fresno County Library Entrepreneurship Programing

ED Coordinator Tracy Tosta met with the Adult Programming Librarian of the Cotton Fields Cluster, Mark Halvorsen, regarding the development of an entrepreneur information session to be held at the Fig Garden Regional Library. Planning will continue via email and initial information sessions to be held in April. The goal of this programming collaboration is to offer expanded services for adults as well as foster entrepreneurship through community partner engagement. The Fresno County Library is an important resource for community members as it is one of the few cost-free, dynamic resources available to all county residents – which aligns with the EDC's commitment to inclusive economic development.

ICSC Monterey Conference & Deal Making

ICSC Monterey Conference and Deal Making was a region-focused event attended by over 1,200 retail industry stakeholders looking to make deals in California. The two-day event included a "Retailer's Runway" session, an exhibit/networking hall, and expert-led sessions. EDC Retail Specialist, Amanda

Bosland met with retailers and developers to discuss retail market and development opportunities. Three companies have requested the EDC's assistance with planned/ongoing store development. EDC Retail Specialist also met with community development staff from the cities of Clovis, Firebaugh and Sanger. City of Sanger Community Development Director attended two meetings with EDC Retail Specialist, and City of Clovis Community Development Director attended one meeting with EDC Retail Specialist.

Multiple Job Fairs

Economic Development Specialist Curtis Williamson attended the Fresno Job Fair, Central Valley Career Fair, and Coalinga Job and Career Fair, while ED Coordinator Tracy Tosta attended a Fresno Adult School job fair. EDS Williamson alone was able to connect with 24 private businesses, generating multiple promising leads that the Specialist is providing additional support on. The attendance of the four job fairs has allowed the EDC to exceed the job fair attendance requirement set by the Department of Social Services well ahead of the end of the fiscal year and connect with new potential NEO employers while marketing general EDC services.

World Ag Expo

Economic Development Analyst Juan Carranza and Business Attractions Specialist Courtney Ramirez coordinated the EDC's participation in the 2019 World Ag Expo. Working closely with the Centers for International Trade Development and the U.S. Commercial Service, staff contacted FDI companies directly to arrange meetings on-site at the Expo. The team met with companies from Australia, Canada, China, Greece, India, Israel, Italy, Japan, and Mexico, among others.

Other Activities

January

AERA Ambassador Training
California Competes Tax Credit Webinar
Clovis Chamber 2019 Salute to Business Luncheon
CMTC Partner Meeting
Coalinga City Council- Swearing In Ceremonies
Fresno 4 Biz Monthly Meeting
Fresno City Council- Swearing In Ceremonies

International Delegation Communications
Made for them Workforce Meeting
Quarterly District Export Council Formation Meeting
SBDC Partner Meeting
VAC and Quiring Meeting
Veterans Employment Committee

February

2019 Reedley Business & Community Awards Gala
AllTech Automotive Incentive Meeting
Chamber Valley Business Awards Luncheon
Conference Call - Select USA Investment Summit
DSS Roadshow Presentations
EDC and DSS monthly NEO meeting
Fresno 4 Biz Quarterly Meeting

Kerman Chamber Ribbon Cutting for Gar Tootelian
Kerman Chamber Ribbon Cutting for The Den
Letter of Support for Little Bear Solar Project
Standing Bi-Weekly COF/EDC Meeting
Standing Monthly City of Clovis/EDC Meeting
World Ag Expo

March

Central Valley Career Fair
Downtown Fresno Partnership Merchants Meeting
Firebaugh Fresno4Biz Partner Presentation
San Joaquin City Council Meeting

SCORE Business Plan Workshop
State of California Energy Commission Community Forum
Veterans Employment Committee
West Hills College Coalinga

APPENDIX

Item 1

Clients and Businesses Contacted

Five Cities JPA

Unincorporated

Sierra Resource Conservation District

Fowler

Bobby Salazar's Mexican Food Products
Borga Steel Buildings and Components I

City of Fowler
National Raisin Company

Valley Ice Products
Van G Logistics

Kingsburg

H.S. Mann DDS
OFR Inc.

Orange Cove

City of Orange Cove
Pizza Planet

Parlier

City of Parlier

Reedley

City of Reedley
FarmPro Agribusiness Services, Inc.
Pizza Planet

Sanger

Beer Monument Works, Inc.
California TrusFrame, LLC
City of Sanger
Elite Comfort Home Care
Familius
Initiative Foods, LLC
Pitman Farms: Mary's Free Range Chicken
Sanger Chamber of Commerce
Uncle George's Kebab

Selma

BVI Construction
City of Selma
MQM Pizza Inc.

Metro Area

City of Clovis

Accounting America
APPL Labs
Alltech Automotive
Best Party Rentals
Anlin Industries
Butler Construction & Renovation Inc.
CALBEC Group
Circle Automotive
Clovis Country Junction
Gilbert K. Moran, M.D. F.A.C.O.G. INC.
Horizon Solar Power
Kuppa Joy - Clovis

Mi-Rancho Tortilla
Old Town Waffles
Underground Boring Systems, Inc.
The Garage Do-It-Yourself Auto Repair
Westech Systems

City of Fresno

559 Artisans
A Better Choice Preschool
Ace's Global, Inc.
Advanced Metal Works, Inc.
Advanced Pain Solutions
Advantage Medical Solutions, Inc.
AIS Market Research
Alert-O-Lite
All American Truck and Auto Parts
AM Consulting Engineers
American Press, Inc
American Tax Credit Group
AmeriGuard Security
Amir Sadaghiani DBA Activ Meals
Anka Behavioral Health, Inc.
AT Medical Transportation
Fresno Metro Black Chamber of Commerce
Fresno Plumbing & Heating, Inc.
Frontier Fastener
Full Circle Brewing Company
Full Circle Energy, Inc.
Gardner Window Solutions Inc.
Glaser Enterprises Inc
Goldberg & Ibarra
Golden Donuts
Golden State Gutter Supply
Goodwill Industries
Greater Fresno Area Chamber
Grossman Law Offices
Gymnastics BEAT Inc.
Haskins Residential Care
Havens for Total Security
Oro Financial of Ca, Inc
Osso Good Company
Pacific Transport, Inc.
Pacific Western Bank
Panaderia Natalie
Papa Murphy's Pizza
Clear Vision Medical Center
Burgerim Gourmet Burgers - Riverpark
Caspian Grill
Patton Air Conditioning
PB Loader Corporation
Pepsico
Pinchinte Multi Tax Service
Platinum Engineering Solutions, Inc.
Pleasant Mattress Inc
PMT Fleet Services

City of Fresno

Attentive Senior Care LLC
Baker Distributing, Inc.
Baker, Manock, and Jensen
Balanced Comfort LLC
Bedrosian Tile & Marble
Belen Sanchez Insurance Company
Bulldog Gas and Mart 2
Bob's Discount Furniture
Boldt Contracting
Carey's Care Center
Cargill
CellPros
CenCal Demolition Inc
Central Valley Machining Inc.
Christian Therapist On Demand
City of Fresno
CMTC
Communities for Living
Community Intervention
Contreras Smog & Auto Repair
Crazy Ant Pest Control
Crazy Squirrel Game Store, Inc.
CTS Reporting, Inc
Darshan Singh Residential
Dirk Poeschel Land Development
Don Tacha Taqueria
Dr. Nidhi Mehrotra, MD
Economy Smog
EDIT LLC
El Palacio Furniture
El Paso Furniture
Environment Control
Envision Unlimited LLC.
Eurofins Microbiology Laboratories, Inc.
Evan Patterson Construction Inc.
Farmers Insurance - McDowell
First Pediatrics Medical Group
Food Commons Fresno Community
Forever Care, Inc.
Fort Blossom Cafe Bar and Grill Inc
FreshKO Produce
Fresno County Library
Fresno Marble and Granite
Fresno Medical Center Inc.

Helados La Tapatia
Highway City Community Development
Highway City Thrift Store
I. Photography
Ideal Care Centers, Inc.
IKP Partners, Inc. dba Indian Kebab Palance
In Love Fresno
Integrated Electronics
Intrade Industries Inc.
iPull-uPull Auto Parts
J&R Appliance Services
Jagdeep Singh Insurance Agency Inc.
Jalhayyan Enterprises, Inc DBA Deli Delicious
Jim Cunningham Insurance
JP Landscape, Inc
Katch Environmental
Keiser Sport Health Equipment
Kool Breeze Solar Hat
La Cocina De Mama
La Elegante
La Tapatia Tortilleria, Inc.
LandDesign Consulting
Larry's Auto Sales, Inc.
Law Office of Kevin G. Little
Law Offices of Paul M Smith II
Legendary Pho Kitchen
LiDestri Food & Beverage
Lifestyle Furniture
Lifestyle Solar
Made for Them
Made In Nature, LLC
Marcus Enterprises LLC. dba Subway 61180
Matsubara Landscape Maintenance
Mendoza's Candies
Mia Bella Foods, LLC
Milagros Multiservice, Inc.
Millennium Water Systems
Mineral King Minerals, Inc
MyMed Pharmacy, Inc.
National Marketing Direct Team LLC
Neighborhood Thrift
"New Tower Barbershop"
Nicholas Orme Family Medicine
OK Produce

Pool Chlor - Fresno
Preferred Power Solutions Inc.
Primerica
Quiring General LLC
Rama's Interpretation
Rest In Peace Recycling
RGM Products, Inc
Right Swing Inc DBA Wingstop
Ritchie Trucking Service, Inc.
Riverside Golf Course
Rocky Mountain Chocolate Factory
Mountain Mike's Pizza
S & S Casino Chairs, Inc.
SADS DBA Just Air
Sapraj Construction Inc
Saunders Automatic Service, Inc.
Scelzi Enterprises, Inc.
Servpro Fresno Southeast
Sha Investments Inc. (deli delicious)
Shelco Industries
Shoobies Tire and Auto Repair
Singh Ahluwalia Immigration Law Firm
SE Fresno Com. Dev. Association
SE Fresno Child Development Center
Stitch Master Embroidery
Streamline CPA
Superior Autobody
Talons Landscape Inc.
Tangram Interiors
Teledata Services Co
Tent City Canvas House
The Brownie Baker, Inc.
The Light-House
TMR Executive Interiors, Inc.
Toledito's Mexican Restaurant
Townsend House Facility
Tree of Life Cafe and Bakery
Universal Meditech Inc.
Valley Adult Day Health Care
Valley Document Solution
Visiting Angels
Yosemite Linen Supply
Zamora Taqueria

Metro Unincorporated

KDR Pet Treats, LLC (Plato Pet Treats)
Michelsen Packaging Company
Raisin City Community Church

West Side

Coalinga

AERA Energy
City of Coalinga
Coalinga Brewing Co
Coalinga Chamber of Commerce

Coalinga Community Foundation
Kings Oil Tools - Coalinga
Rural Mental Health
Salty Pickle

Terry Johnson Trucking, Inc.
The Pit Stop
West Hills Medical Group

Firebaugh

Childrens Corner Preschool
City of Firebaugh
Manuel's Tire Service

N F Davis Drier & Elevator
Pacific Ag Services
Red Rooster

The Neil Jones Food Co. DBA Toma-Tek
Thomason Tractor Co.
Westside Produce

Kerman

City of Kerman
MEC Aerial Work Platforms

MJ Avila Company
The Den Smokehouse & Brewery

Mendota

Antonio Gonzalez Insurance

San Joaquin

CARQUEST Auto parts and Harralson
Machine Works
City of San Joaquin
Leo's Tire Service
Maria's Mexican Restaurant

West Unincorporated

Biodico
Linmore LED Labs, Inc.
Little Bear Solar
Pacific Choice Brands
True Organic Products, Inc.