

YOU AIN'T
SEEN NOTHIN'
Yet!

2018
ANNUAL REPORT



Fresno County
EDC

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fight against cancer
has changed.**

**And things
will never be
the same.**



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Landscape Architecture
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Well Design and Rehabilitation
Groundwater Recharge/Banking
Water Exchanges/Transfers/Water Rights

YOU AIN'T SEEN NOTHIN' *Yet!*

Published by the EDC:

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Coordinated by:

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BUSINESS STREET MEDIA GROUP

Publication Design by:

CATHERINE CURRY MCNALLY
C. CURRY DESIGN

STOCK PHOTOGRAPHY:
ADOBE STOCK & ENVATO ELEMENTS



Fresno County
EDC

TABLE OF Contents

4	EDC CHAIRMAN Edward Dunkel
5	EDC PRESIDENT & CEO Lee Ann Eager
6	KEYNOTE SPEAKER Steve Ford
7	Giraffe Award
8	EDC Services
9	Area Development
10	Energy Incentive: Pacific Gas & Electric
12	High-Speed Rail
14	New Business Incentive: Opportunity Zones
15	Impact Study
16	Bridging Gaps with Training
18	SPOTLIGHT California Health Sciences University
19	SPOTLIGHT Alert-O-Lite, Inc.
20	Financial Report
21	Inclusive Economic Development
22	Our Investors
24	The EDC Staff
26	Board of Directors
28	Sponsors

MESSAGE FROM EDC Chairman of the Board



It has been an incredible honor serving my second term as Board Chairman of the Fresno County Economic Development Corporation (EDC). I take pride in having been a part of EDC's thriving efforts to put Fresno County at the forefront with businesses and industries looking to expand and grow on a local, national, and international level. The work done by the talented and dedicated EDC staff under the dynamic leadership of Lee Ann Eager allows Fresno County to be prominently promoted for the benefit of all its residents.

At the core of the Fresno County's EDC's mission is business expansion, attraction, and retention; and as I reflect on my past year with the EDC, I'm reminded of the many businesses EDC has assisted who have been impacted and/or displaced by the California High-Speed Rail project. The team worked with the California High-Speed Rail Authority assisting in numerous relocations including: Modern Custom Fabrication and Alert-O-Lite, to name a few. Our team also worked with the City of Fresno to bring Amazon and Ulta to Fresno County and assisted, as needed, in the hiring of new employees. All of these successes have brought thousands of new jobs to Fresno County, facilitating economic development and self-sufficiency.

As our economy continues to prosper and we have more opportunities than ever before us, the role of the EDC becomes more important as it pushes through to sustain the success of Fresno County. Here in Fresno, we hold a distinct advantage over other California regions with available and affordable land, plentiful workforce, and municipalities willing to welcome new opportunities to the area. The time is now, and we cannot miss this opportunity. With the support from communities and businesses throughout the County, the EDC will be able to continue promoting major growth in innovative industries that are necessary for the Central Valley, all of California, and the Nation.

This will allow us to diversify our business sectors as well as make us stronger and more resilient to a future economic downturn. As part of this, a trained workforce is absolutely required. With the partnerships of other local area agencies and educational institutions, we will be able to develop a stable and adequately trained workforce. It is also imperative that local agencies streamline and expedite the entitlement and building permit process. Fresno County needs to be truly known as a business-friendly region, welcoming and assisting new businesses.

The future looks more than bright for the EDC and Fresno County. With the exceptional and energetic abilities of the EDC staff, and under the leadership of Lee Ann, the EDC will continue to lead in the global attraction and expansion of businesses here in Fresno County. Yes, we have challenges, but I am confident that this is the time for the Central Valley region, and Fresno County in particular, to seize the opportunities and maximize our efforts in continuing to develop Fresno County into a prosperous region for us all. The opportunities developing through the High-Speed Rail project, Global Cities Initiative, and the many other programs of the EDC will positively transform Fresno County into a globally fluent region. As I turn over the reins to the capable hands of Nick Audino, I welcome you to the 2018 Annual Investors Meeting and whole heartedly confirm: **You Ain't Seen Nothin' Yet!**

Edward Dunkel

CHAIRMAN OF THE EDC

BOARD OF DIRECTORS

BOARD MEMBER SINCE 2008

MESSAGE FROM EDC President & CEO



A

As I look back over the past year, the word that comes to mind is pride. The staff at the EDC has done an extraordinary job. They continually go above and beyond expectations. They have taken on every challenge given to them with enthusiasm and a passion for their work.

The Attraction team has been put to the test this year with more interest in Fresno County than ever before. Jose Mora, Amanda Bosland and Nick Vincent have done an amazing job, not just by responding to requests, but by proving to the world that Fresno County is the best place to do business. They have attended events, trade shows and missions throughout the state and the country and have produced exceptional data-driven reports.

The BEAR (Business Expansion and Retention) team has been out in full force going from city to city and business to business. Tracy Tosta, Lavell Tyler, Jacob Villagomez, Juan Carranza and Curtis Williamson have exceeded their outreach goals assisting businesses throughout the entire 6,000 square miles of Fresno County. They guaranteed that businesses had the most updated information on every incentive available and assisted them throughout the application process.

Clay Gilpin and Josh Howell have been unstoppable in their efforts to ensure that businesses impacted by the High-Speed Rail alignment have ardent advocates helping them through the difficult relocation process. They have a 'never give up' attitude which is necessary on this project and is much appreciated by the people and businesses they support.

The NEO (New Employment Opportunities) team of Mandi Johal, Jenna Lukens, Margaret Ingham and Miguel Herrera have been nothing short of amazing. Their job is to ensure that businesses have a trained workforce and that the people in Fresno County that need the jobs the most have access to them. They have worked with the amazing team at the Fresno County Department of Social Services and together, they have exceeded all expectations.

The EDC could not function without the administrative support of Merritt Pacini and Marcella Lara. They have worked tirelessly to ensure that the office runs smoothly

each and every day. I owe them a great deal of gratitude for all the amazing work they do behind the scenes.

As one of our newest employees, Lisa Peoples has taken on the job of Investor and Public Relations Specialist with unbridled enthusiasm. She has exceeded goals and expectations for this year and has already started working on next year's accomplishments.

That leaves the Executive Team consisting of Sera Larsen, Paul Thorn, Will Oliver and Andrea Reyes. This team has done a remarkable job ensuring that Fresno County has the best team possible to assist in "Growing the California Dream." They have stepped up and taken on challenges that we never anticipated with determination, dedication, and expertise.

As a result of the staff's continued excellence, the EDC received numerous awards and acknowledgements for their efforts. Earlier this year, both the NEO program and the High-Speed Rail Business Retention program received Awards of Excellence from the California Association for Local Economic Developers (CALED). In addition, on October 2nd of this year, the EDC was honored by the International Economic Development Council (IEDC) with a Gold Award for the NEO program. The IEDC awards those organizations that demonstrate that they are at the forefront of the economic development profession – the Fresno EDC is certainly that – and more.

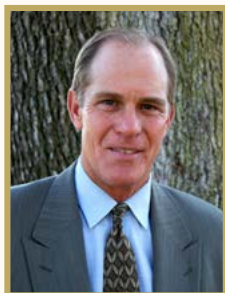
The EDC team has accomplished amazing things this year. They have assisted more businesses than ever before and have achieved unparalleled success – but this is just the beginning. We have an extraordinary year ahead of us – **YOU AIN'T SEEN NOTHIN' YET!**

A handwritten signature in black ink, reading "Lee Ann Eager".

Lee Ann Eager
EDC PRESIDENT & CEO

KEYNOTE SPEAKER

STEVE FORD



The son of former President Gerald R. Ford and Betty Ford, Steve Ford has successfully negotiated the bumpy road from the White House to a successful 20-year career as an actor in Hollywood.

Steve's unique perspective on life as the President's son encompasses a broad range of fascinating subjects: being eighteen years old and having ten Secret Service agents as constant companions; his father's pardon of President Nixon to help put an end to the infamous Watergate affair; two assassination attempts on his father's life; and his mother's bouts with alcoholism and breast cancer. With a focus on such issues as the value of a strong family unit, living life with values and character, setting and juggling priorities, and making the right choices in life—Steve is entertaining, enlightening, insightful, and inspirational.

He has appeared in more than thirty feature films. Most recently Steve appeared in the hit movie *Black Hawk Down*. Steve's other credits include *Contact* with Jodie Foster, *Heat* with Robert DeNiro and Al Pacino, *Armageddon* with Bruce Willis, *Starship Troopers*, *Eraser* with Arnold Schwarzenegger, and *When Harry Met Sally* as Meg Ryan's boyfriend.

Before becoming an actor in 1979, Steve worked on the professional rodeo circuit as a team roper and still ropes today at his ranch in California. Steve was involved in the thoroughbred race horse industry for years during the 1980's and 90's as an owner, breeder, racing manager, and race track executive. In 1994, Steve returned full time to his acting and speaking career.

GIRAFFE AWARD



Diana Gomez

CENTRAL VALLEY REGIONAL DIRECTOR
CALIFORNIA HIGH-SPEED RAIL AUTHORITY

Ms. Diana Gomez currently serves as the Central Valley Regional Director for the California High-Speed Rail Authority, working to bring the first high-speed electric passenger train operations to California. While her top priority has been to deliver the nation's first High-Speed Rail project, Diana often goes above and beyond her stated role to ensure a positive impact on our community. Diana realized early on that the project might present hardships on businesses and property owners within the

alignment. Rather than stepping away from the challenges, she has been an instrumental partner of the EDC in their quest to retain local jobs and businesses impacted by the project. The EDC Giraffe Award is awarded to someone who has made extra efforts and stuck their neck out for the community. We are happy to bestow the Giraffe Award to Diana for everything she has done to assist the EDC in making the High-Speed Rail a positive for our community.



Diana draws on more than 25 years of experience with Caltrans, holding various positions including Senior Transportation Electrical Engineer and Chief for the Offices of Traffic Management and Systems Management Operations. In 2011, Ms. Gomez was appointed as the Deputy District Director of Operations in Los Angeles, making her the highest ranking Latina engineer with the California State Department of Transportation.

Diana is also an active member of the Society of Hispanic Professional Engineers (SHPE). In 2005, she was named one of the "100 Most Influential Hispanics" in Hispanic Business magazine for her role as National President of SHPE. Ms. Gomez graduated in 1988 with a Bachelor of Science in electrical engineering from CSU, Fresno. In 2015, her alma mater, Fresno State, awarded Ms. Gomez their Top Dog Award which is for distinguished alumni, a well-deserved honor.

With Fresno County being the start of the largest infrastructure project in the Central Valley, Diana has been uniquely suited to implement and construct this consequential project. She has brought her experience from the transportation industry to this position. She uses her expertise and compassion to work through issues and scenarios for the best possible outcomes. With our combined efforts, many of the impacted businesses have expanded operations, resulting in additional job creation. The EDC thanks Ms. Diana Gomez for her support and advocacy for our organization and our local business community.

CONGRATULATIONS!

Tuolumne Bridge Ribbon Cutting Ceremony



Expansion, Attraction, Retention

EDC SERVICES

While we are proudly home to the fifth largest city in the fifth largest economy in the world, **we ain't seen nothin' yet.** The region stands ready to attract future investment, and we are proud to have a talented team to meet all of our clients' needs. Due to our partnerships with local and state leaders, we are excited to have several new and expanded lucrative incentives available for our businesses.

- PG&E's Enhanced Economic Development Rate was recently extended for an additional three years, and is more inclusive, providing a path for small businesses looking to take advantage of the program.
(see page 10 for more information)
- The California Competes Tax Credit Program was extended for an additional five years and now includes \$20 million annually towards helping small businesses with technical assistance.
- 47 federally designated Opportunity Zones have the potential to attract millions of dollars worth of private investment and provide businesses another reason to invest in Fresno County.
(see page 14 for more information)

BUSINESS SERVICES

- Site Selection
- Business Incentives
- Financing Resources
- Utility Analysis
- Workforce Resources
- Permitting Assistance
- Research, Data & Special Projects

FY 17-18 ACTIVITY

Business Attraction & Expansion

114

Attraction & Expansion Leads

16

Attraction & Expansion
Project Announcements

\$154,550,000+
Private Investment

935+

Jobs Created or Retained

LOCAL BUSINESS

Activity

1,251

Businesses Engaged

1,802

Resource Referrals

*If your business is expanding
and would like to learn about
these or other available incentives:*

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QUALITY FRESH FARMS, INC.

ATKINSON, ANDELSON, LOYA, RUDD & ROMO (AALRR)

**2017-2018 PROJECT
Announcements**

Expansion, Attraction, Retention

AREA DEVELOPMENT

2018 Leading Metro Locations

ABOUT: Area Development is a leading corporate site selection and facility planning resource. 2018 is the eighth year that Area Development has presented its “Leading Metro Locations” survey, ranking 394 metropolitan statistical areas (MSA) based on their performance in key categories.

WHERE DOES FRESNO STAND IN 2018? The Fresno MSA, which consists of only Fresno County, ranked 131 overall out of the 394 MSAs surveyed. While the Fresno MSA outranks all other San Joaquin Valley communities, an area of opportunity continues to be improving the educational attainment of the region. Moreover, the Fresno MSA has steadily improved in a number of key economic categories over the past four years. From this, its overall ranking improved significantly from 2014 when it ranked near the bottom at 312.

TAKEAWAY: As many metro areas have begun to reach full employment levels, workforce is becoming the only topic of conversation for corporate site selectors and company executives. This is allowing Fresno to turn a perceived negative into a positive. Fresno’s available workforce size and underemployment is becoming a more attractive asset to companies. If the region can leverage this fact by training more job seekers with the technical skills required by in-demand occupations (we ain’t seen nothin’ yet) Fresno will continue to be competitive with other state and national regions.

Metro Region	State	Overall Rank	Prime Workforce Indicators	Economic Strength Indicators	Y-O-Y Growth Cities Indicators	5-Year Growth Cities Indicators	Overall Rank 2017	Overall Rank 2016	Overall Rank 2015
San Jose-Sunnyvale-Santa Clara	CA	1	2	4	17	5	2	5	6
San Francisco-Redwood City-South San Francisco	CA	2	1	6	10	4	1	1	5
Oakland-Hayward-Berkeley	CA	3	5	13	4	28	3	25	21
Reno	NV	4	16	7	3	6	17	9	76
Napa	CA	5	67	2	32	1	20	2	43
Columbus	IN	6	4	32	31	9	4	4	8
Portland-Vancouver-Hillsboro	OR-WA	7	15	15	63	27	11	6	23
Elkhart-Goshen	IN	8	188	1	7	2	8	19	51
Carson City	NV	9	105	3	2	43	163	191	308
Denver-Aurora-Lakewood	CO	10	13	22	71	21	27	8	1
Salt Lake City	UT	12	8	39	25	45	32	26	14
Dallas-Plano-Irving	TX	22	9	67	62	64	38	76	11
Santa Rosa	CA	14	39	19	38	22	6	20	78
San Diego-Carlsbad	CA	25	41	38	72	71	18	45	32
Anaheim-Santa Ana-Irvine	CA	36	52	42	69	26	10	10	28
Sacramento--Roseville--Arden-Arcade	CA	45	30	73	145	46	24	43	57
Phoenix-Mesa-Scottsdale	AZ	91	172	68	53	165	199	205	124
Los Angeles-Long Beach-Glendale	CA	95	77	126	39	147	37	75	86
Las Vegas-Henderson-Paradise	NV	104	148	89	125	42	50	116	55
Riverside-San Bernardino-Ontario	CA	112	169	95	112	20	106	145	153
FRESNO	CA	131	208	98	60	55	105	164	189
Merced	CA	166	264	113	14	145	266	239	213
Visalia-Porterville	CA	225	193	247	284	63	64	289	260
Modesto	CA	234	262	198	200	94	152	203	239
Stockton-Lodi	CA	258	260	252	278	98	181	177	205
Hanford-Corcoran	CA	275	268	268	175	177	220	301	314
Madera	CA	320	361	274	97	130	225	246	270
Bakersfield	CA	383	376	375	319	326	379	308	233

ENERGY INCENTIVE

PG&E's New and Improved Economic Development Rate

P PG&E's newly released Economic Development Rate (EDR) has made it easier to qualify for expansion, attraction, and retention projects, and for the first time includes small businesses using less than 150 kW of demand.

The EDR is a rate incentive to help companies locate, expand, or stay in California. The incentive is also aimed at helping businesses grow and maintain jobs.

Commercial and industrial customers can receive the Enhanced EDR discount of 25% (within Fresno County) on the majority of their electric costs, for a term of five years.

CLIENT TESTIMONIAL:

"As Universal Meditech explored locations in California and out-of-state to more appropriately fit our anticipated growth, PG&E's Economic Development Rate played a major role in our ability to not only stay in California but to locate our manufacturing and R&D operations in Fresno. We are extremely grateful to PG&E and the EDC for their commitment to keeping growing companies like ours in California."

Candace Liu, COO
UNIVERSAL MEDITECH, INC.



Grand opening ceremony for EDR recipient Modern Custom Fabrication, Inc.



To qualify, businesses must meet incentive criteria, including:

- Commercial and industrial businesses that could locate or expand out-of-state,
- Existing businesses that would cease operations in California without the EDR assistance,
- And new this year, smaller businesses with less than 150 kW of electric load may apply.

Universal Meditech, Inc.'s new location at North Pointe Business Park



CALL TODAY TO FIND
OUT HOW MUCH YOUR
BUSINESS CAN SAVE

**"BECAUSE ENERGY SAVED
IS MONEY SAVED"**

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FresnoEnergyWatch.com



FRESNO
energy
watch

The Fresno Energy Watch Program is a partnership between PG&E, the City of Fresno, Richard Heath & Associates and the Fresno County Economic Development Corporation. The program is specially designed to support Fresno County small to medium size businesses, municipalities, and non-profit organizations reach energy efficiency and savings through a variety of resources and services.

ENERGY SAVINGS *tailored to*
YOUR BUSINESS NEEDS
It all starts with a **FREE ON-SITE**
ENERGY ASSESSMENT!

Testimonials:

"Last year we participated in the Fresno Energy Watch program and retrofitted a building I owned with efficient lighting. Not only did we reduce our lighting costs but got a boost in the overall lighting throughout the building. The process was very simple and cost effective. This program is a no brainer."

~ **Jack Emerian**, Business Owner

GET ACCESS TO:

- NO COST ENERGY ASSESSMENT REPORT
- ENERGY EFFICIENCY REBATES & INCENTIVES
- ZERO PERCENT FINANCING
- AN OPPORTUNITY TO BE MORE ENERGY EFFICIENT
- UTILITY BILL SAVINGS
- UPGRADING YOUR FACILITIES
- AND MORE!

"THIS PROGRAM IS FUNDED BY CALIFORNIA UTILITY CUSTOMERS AND ADMINISTERED BY PG&E UNDER THE AUSPICES OF THE CALIFORNIA PUBLIC UTILITIES COMMISSION. "PG&E" REFERS TO PACIFIC GAS AND ELECTRIC COMPANY, A SUBSIDIARY OF PG&E CORPORATION. ©2018 PACIFIC GAS AND ELECTRIC COMPANY. ALL RIGHTS RESERVED."



HIGH-SPEED RAIL

Business Support Services

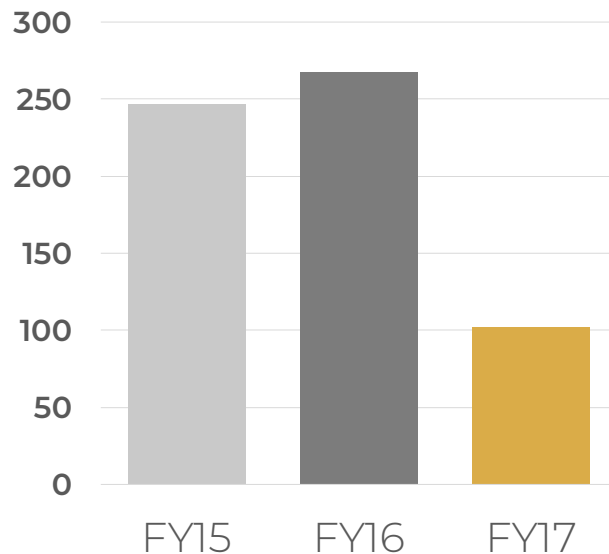
This year the High-Speed Rail (HSR) Business Support Department has experienced tremendous success. We continue to see the fruits of our labor over the past several years, as exemplified by family-owned businesses such as Alert-O-Lite and large national companies like Modern Custom Fabrication, who both recently relocated from their antiquated facilities to new state-of-the-art buildings in Southwest Fresno. Our partnerships with the City and County of Fresno are stronger than ever; we have veteran staff at the helm of this ongoing effort; and most importantly, our client relationships have developed into long term partnerships where we can continue to provide a path to economic sustainability and growth beyond the scope of the High-Speed Rail project and its impacts.

As the California High-Speed Rail Authority transitions from planning and property acquisition to full construction throughout Fresno County, we have also made adjustments to focus our attention where the most business impacts and opportunities exist. We are helping businesses impacted by construction and road closures,

introducing expansion-related services and tax incentives, and expanding our role in site development assistance and reinvestment for those companies still in transition.

As the data shows, we have fewer clients needing full relocation services, which speaks to the success of our program. However, there are still a handful remaining as well as many on-site reconfigurations still needing direct services. While we have fewer clients, the outstanding challenges are more complicated, requiring more time and focus to address project-related impacts. We have come a long way since the inception of our program, and we are proud to have developed an effective business retention program that serves as a model for other communities and public works projects to follow.

Unique Companies Served



The High-Speed Rail will cross under State Route 180 via the "Fresno Trench" near Downtown Fresno.

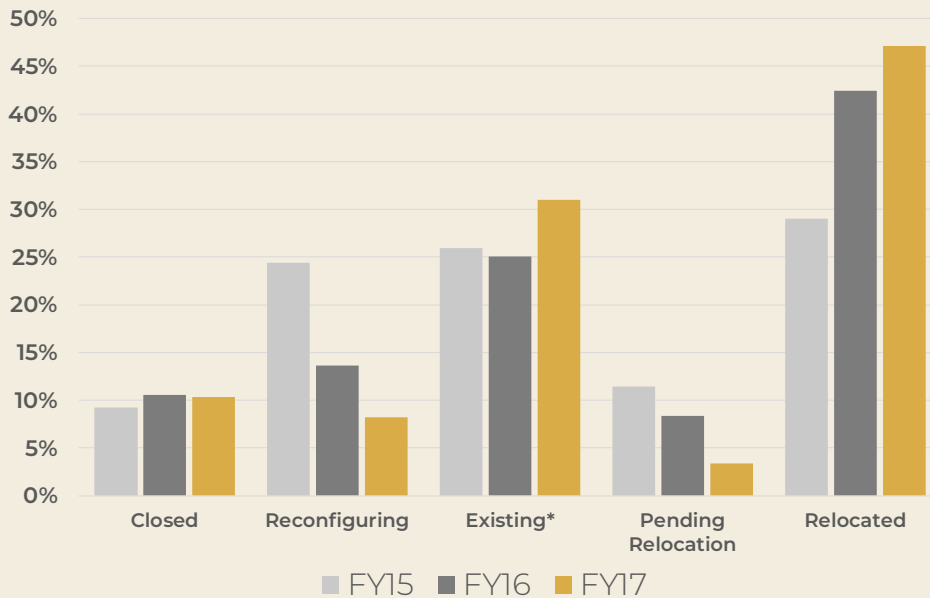




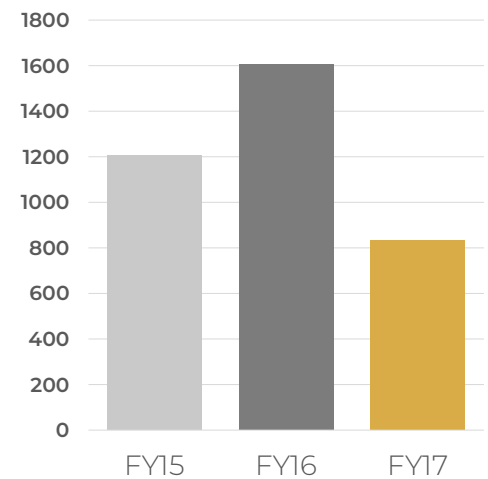
Over 2000 construction workers have been mobilized to build the California High-Speed Rail.

OUR PARTNERSHIPS
WITH THE CITY AND COUNTY OF FRESNO
are stronger than ever

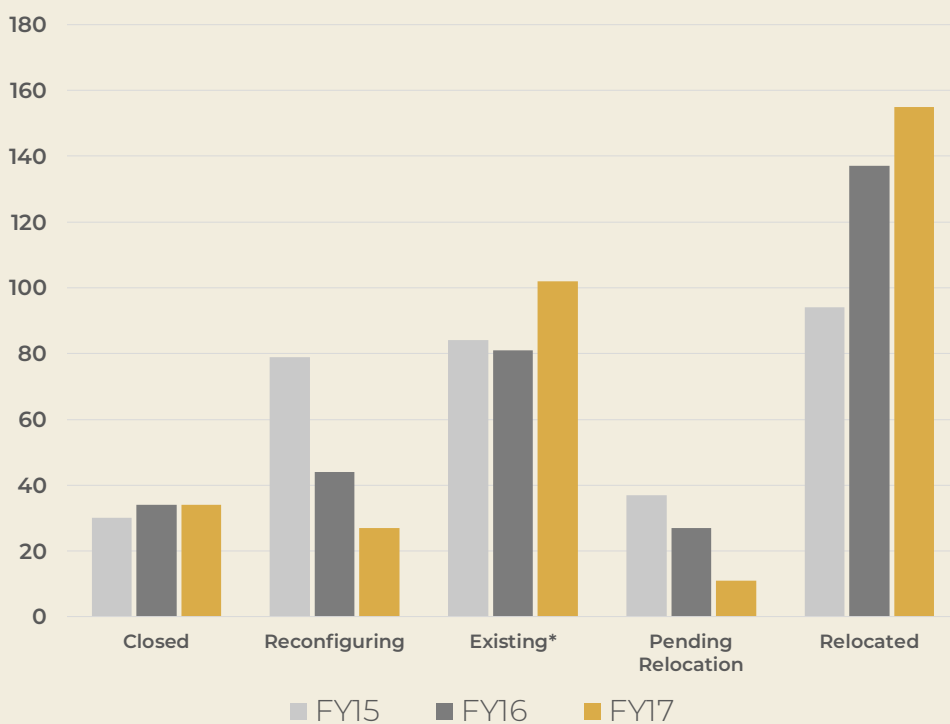
Client Status by Fiscal Year (%)



Total Outreach

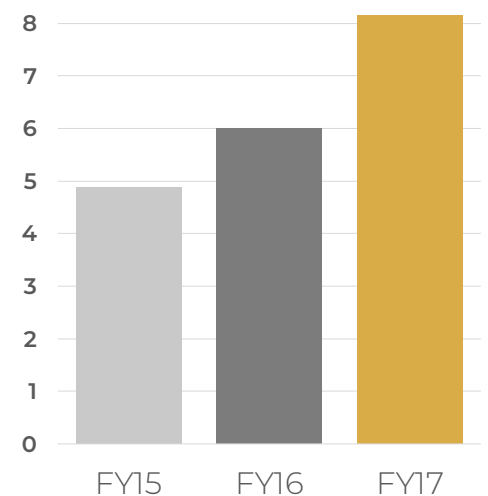


Client Status by Fiscal Year



*Includes Successfully Reconfigured Businesses

Outreach per Client

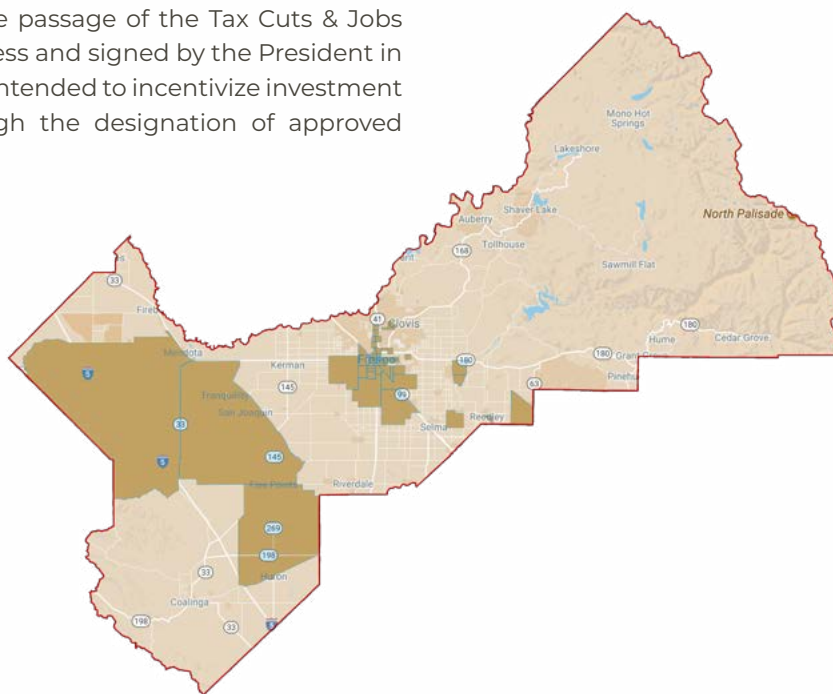


New Business Incentive: OPPORTUNITY ZONES



Opportunity Zones were created by the passage of the Tax Cuts & Jobs Act of 2017, which was passed by Congress and signed by the President in December 2017. Opportunity Zones are intended to incentivize investment into underserved communities, through the designation of approved census tracts, across the United States.

FRESNO COUNTY
IS HOME TO
47 QUALIFIED
OPPORTUNITY
ZONES



WHAT ARE OPPORTUNITY ZONES?

Opportunity Zones are federally designated census tracts nominated by governors and certified by the U.S. Department of the Treasury where investors can invest capital to fund new projects and company equity investments, through Opportunity Funds, in exchange for federal capital gains tax advantages.

WHAT ARE OPPORTUNITY FUNDS?

Opportunity Funds serve as the mechanism for private investment into Opportunity Zones.

WHAT ARE THE BENEFITS?

- A temporary tax deferral for capital gains reinvested in an Opportunity Fund. The deferred gain must be recognized on the earlier of the date on which the opportunity zone investment is sold or December 31, 2026.
- A step-up in basis for capital gains reinvested in an Opportunity Fund. The basis of the original investment is increased by 10% if the investment in the qualified opportunity zone fund is held by the taxpayer for at least 5 years, and by an additional 5% if held for at least 7 years, excluding up to 15% of the original gain from taxation.
- A permanent exclusion from taxable income of capital gains from the sale or exchange of an investment in a qualified opportunity zone fund, if the investment is held for at least 10 years. *(Note: this exclusion applies to the gains accrued from an investment in an Opportunity Fund, not the original gains).*

SOURCE: Economic Innovation Group

IMPACT STUDY



This year's impact study assesses the annual economic and fiscal effect of the programs sponsored by the Fresno County Economic Development Corporation (EDC) in Fresno County. Specifically, the analysis addresses the impact of business attraction, expansion, and retention activities—focusing on the economy as a whole as well as specific impacts such as that of the High-Speed Rail (HSR) and Business Retention Program. All the data utilized correspond to the fiscal year 2017-2018.

KEY FINDINGS

15 newly attracted companies to Fresno County produced a total output impact of **\$418.6 million**, supporting **2,217 new jobs** earning a total labor income of **\$154.2 million**.

11 retained businesses associated with the HSR produced a total output impact of **\$516.0 million**, supporting **1,705 jobs** earning a total labor income of **\$126.3 million**.

Local business expansion activities produced a total output impact of **\$116.4 million**, supporting **449 jobs** earning a total labor income of **\$31.2 million**.

119 companies utilizing the New Employment Opportunities Program producing a total output impact of **\$117.7 million**, supporting **652 Jobs** earning a total labor income of **\$21.7 million**.

Overall, evidence suggests Fresno EDC is a significant contributor to the economy of Fresno County by creating dynamism for further economic growth and development as well as directly and indirectly contributing to the stability of state and local government finances.

Summary of **OUTPUT IMPACTS** for All Programs

Program	Direct	Indirect	Induced	Total
Business Attraction	\$218,346,309	\$96,953,169	\$103,349,594	\$418,649,073
High-Speed Rail Business Services	\$212,933,704	\$218,870,727	\$84,271,521	\$516,075,952
Local Business Expansion	\$58,092,595	\$37,426,721	\$20,952,391	\$116,471,707
New Employment Opportunities Program	\$71,141,075	\$32,194,514	\$14,462,061	\$117,797,650
TOTAL	\$560,513,683	\$385,445,131	\$223,035,568	\$1,168,994,382

Summary of **INCOME IMPACTS** for All Programs

Program	Direct	Indirect	Induced	Total
Business Attraction	\$85,738,017	\$33,146,699	\$35,354,674	\$154,239,390
High-Speed Rail Business Services	\$36,082,681	\$61,480,967	\$28,828,862	\$126,392,510
Local Business Expansion	\$12,786,432	\$11,316,822	\$7,167,570	\$31,270,824
New Employment Opportunities Program	\$5,232,895	\$11,575,473	\$4,947,463	\$21,755,831
TOTAL	\$139,840,025	\$117,519,961	\$76,298,569	\$333,658,555

Summary of **EMPLOYMENT IMPACTS** for All Programs

Program	Direct	Indirect	Induced	Total
Business Attraction	1088	489	640	2217
High-Speed Rail Business Services	396	786	523	1705
Local Business Expansion	177	142	130	449
New Employment Opportunities Program	390	172	90	652
TOTAL	2051	1589	1383	5022

Bridging Gaps with TRAINING

The Fresno County EDC, in partnership with the County of Fresno Department of Social Services (DSS), developed the New Employment Opportunities (NEO) program to assist in **BRIDGING THE GAP** between business labor needs and an unemployed labor pool. The purpose of NEO is to help meet local businesses' most critical workforce needs while providing the county's most disadvantaged residents an opportunity to gain sustainable employment, ultimately leading to self-sufficiency.

NEO The successful partnership model pairing workforce and economic development has made a positive impact in Fresno County's reduction in unemployment rates. The program taps into the EDC's diverse network of expanding businesses looking to create or retain full-time jobs while matching them with CalWorks Welfare-To-Work participants. Central to this effort is the ability of alliances within the public and private sector to focus on their own strengths; for example, EDC concentrates on the hiring needs of the private sector while DSS focuses on the job seeker, ensuring they have

the necessary training and soft skills to gain sustainable employment.

The NEO program also trains individuals to help meet current industry needs, which include a construction pre-apprentice training course as well as a Class A truck driving instruction program. Both training programs blend classroom and hands-on instruction in identified occupations of immediate need. Graduates from these programs become available to businesses vetted by EDC who are in need of these skilled workers.

Testimonials:

"I had utilized several local sources for potential hires over a period of several months. I was unable to have any confidence in the people I was interviewing as to if they would show up to work or represent me and my employer in an appropriate manner. Then I looked to the EDC and the NEO program. Within a couple of weeks, I had interviewed multiple candidates that were qualified and hopeful. Unfortunately, I only had one position to fill. Anthony came to us with a readiness to fulfill many of the expectations for the new position. His punctuality, professional presentation, and respect for others was, and is, of the highest level. Working with Anthony and seeing him grow in his opportunity has been exciting as well as fulfilling. Thank you for providing Anthony, a trained and qualified employee."

Jon, Superintendent

GARY MCDONALD HOMES



"Just a token of our appreciation to you and your staff for the outstanding job you did in helping to prepare one of your former students to become a Werner Enterprises team member."

Jim, Vice President

WERNER ENTERPRISES



"Fresno County Economic Development Corporation has provided us with two stellar Class A Drivers! They came to us fresh out of Class A Truck Driving School with no truck driving experience. They were eager to learn our products, policies, and procedures. They have become full-time Class A Truck Drivers for us and we are very pleased with both!"

Kathi, HR Manager

PLEASANT MATTRESS, INC.





NEW EMPLOYMENT OPPORTUNITIES (NEO-ESE) EXPANDED SUBSIDIZED EMPLOYMENT PROGRAM

Real Life Business Solutions

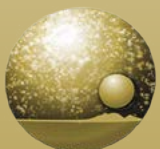
The NEO-ESE program was created to respond to the needs of enrolled job seekers while providing an incentive to employers that create and retain full time jobs in Fresno County.

For every NEO-ESE hire, the employer shall be reimbursed only for actual wages paid in accordance to the table shown below:

Initial Placement	Wage Reimbursement
Weeks 1 - 13	100%
Weeks 14 - 26	75%



**Two possible 13 week extensions upon approval*



Fresno County
EDC

For employer requirements or to begin to take advantage of this Fresno County Hiring Incentive, all employers need to register:

www.ready2hire.org or call the Fresno County Economic Development Corporation at **559.464.5550**, email **bear@fresnoedc.com**

Funded by the County of Fresno

SPOTLIGHT

California Health Sciences University Significant Progress in Improving Health Care Outcomes in the Central Valley

IT HAS BEEN A YEAR FULL OF ACHIEVEMENTS FOR CALIFORNIA HEALTH SCIENCES UNIVERSITY (CHSU).



As the first university of its kind in the local area, CHSU has announced that it is now accredited by the Western Association of Schools and Colleges Senior College and University Commission (WASCUC).

CHSU received the good news following the WASCUC Commission meeting in June, when they were granted "Initial Accreditation" for a period of six years. WASCUC is one of seven regional agencies that accredits colleges and universities in the United States.

Groundbreaking Ceremony



Accreditation with the WASCUC also enabled the University to qualify for an .EDU website and email domains.

Last May, CHSU made history by breaking ground on their new campus at an official groundbreaking ceremony located at 2500 Alluvial Avenue, near Temperance and Highway 168. Situated within the Clovis Research and Technology Park, the new campus will be built on approximately 70 acres.

Inaugural COP Graduation



New COM Building Rendering



The University unveiled the design concepts for their first building to be constructed, which will be for the CHSU proposed College of Osteopathic Medicine.

The 90,000 square-foot building will be three-stories and will feature a state-of-the-art simulation center, osteopathic skills lab, a large classroom with capacity for 300 students, and a second classroom with 200 student capacity. The new building will also include a library, student lounge with ample study spaces, faculty offices, and professional kitchen for educating students and the community about healthy meal preparation.

In the future, other buildings constructed on the new campus will include labs, classrooms, a student center, a library, an auditorium, along with support buildings. University officials also announced their plans to expand to up to 10 colleges.

Also in the month of May, the University conferred 62 degrees upon the inaugural class of the first ever Doctor of Pharmacy program offered in the Central Valley.

With more than half of their students from the Central Valley, the majority of the graduates have already reported accepting job offers. Upon passing their board licensing exams, more than 80% of those with jobs will be working locally.

Through these milestone events, California Health Sciences University has made significant progress towards achieving their mission of helping remedy the shortage of health care providers in the Central Valley.

SPOTLIGHT

Alert-O-Lite, Inc.

Relocates and Expands, Continues to Serve South Fresno



The EDC was fortunate to celebrate the successful relocation and expansion of Alert-O-Lite, Inc. and its sister companies, SignMax and Hunsaker Safety, earlier this year after nearly four years of intense site searching and negotiations. Alert-O-Lite and Hunsaker Safety provide traffic control services, while SignMax creates signs, banners, and other printed graphics. In order to sustain her father's legacy, Eddie Hunsaker who founded Alert-O-Lite in 1971, Debbie Hunsaker's tenacity and loyalty to her staff and to South Fresno kept her from giving up and closing her doors permanently.

Located in the former Wilson's Motorcycles building within the Foundry Park industrial area, the 31,000 square-foot building on more than two acres represents the most significant expansion in Alert-O-Lite's 47-year history. Alert-O-Lite's former site was acquired as part of the California High-Speed Rail project. The EDC has been working with Alert-O-Lite since 2014 assisting with its relocation, site search, and advocating on its behalf to the High-Speed Rail Authority.

While the old location offered a small retail area, mainly specializing in safety equipment and attire, Debbie has expanded her retail partnership with True Value and offers an open-to-the-public retail hardware store on par with other national chains while remaining committed to her existing contractor clientele. The new store stands to become a major resource for the South Fresno community, as the area lacked a major hardware retailer.

In another show of commitment to her community, Debbie has begun hiring from EDC's New Employment Opportunities program and Reading & Beyond program, creating opportunities for those on public aid to become self-sufficient and advance their skills and careers. Alert-O-Lite is also anticipating additional hires, approximately 13-18, as a result of the expansion.

GRAND OPENING

EDC HAS BEEN ASSISTING
ALERT-O-LITE FOR OVER 4 YEARS



YEAR
FOUNDED

1971

ANTICIPATED
NEW HIRES

13-18

PARTNERS
WITH EDC SINCE

2014



FINANCIAL REPORT

SUPPORT AND REVENUES	Unrestricted	Temporarily Restricted	Total
Grants and contracts	\$251,500	\$2,422,362	\$2,673,862
Membership fees	225,750	-	225,750
Fundraising event	148,406	-	148,406
Interest income	2,539	-	2,539
Net assets released from restrictions	2,422,362	(2,422,362)	-
Total Support and Revenues	3,050,557	-	3,050,557
EXPENSES			
Program services	2,485,705	-	2,485,705
Management and general	342,949	-	342,949
Fundraising	155,669	-	155,669
Total Expenses	2,984,323	-	2,984,323
Change in Net Assets	66,234	-	66,234
Net Assets at Beginning of Year	915,840	-	915,840
Net Assets at End of Year	\$982,074	\$-	\$982,074

ASSETS

CURRENT ASSETS	\$
Cash and cash equivalents	\$ 881,949
Investments	\$ 3,088
Accounts receivable	\$ 664,768
Other receivables	\$ 30
Prepaid expenses	\$ 34,584
TOTAL CURRENT ASSETS	\$ 1,584,419
Restricted Cash	\$ 12,140
Property and Equipment, Net	\$ 31,679
TOTAL ASSETS	\$ 1,628,238

LIABILITIES

CURRENT LIABILITIES

\$

Accounts payable & accrued expenses	\$ 147,428
Accrued payroll & related taxes	\$ 85,646
Due to other agencies	\$ 12,140
Deferred revenue	\$ 400,950
TOTAL CURRENT LIABILITIES	\$ 646,164
TOTAL LIABILITIES	\$ 646,164

NET ASSETS

Unrestricted	\$ 982,074
Total net assets	\$ 646,164
TOTAL LIABILITIES & NET ASSETS	\$ 1,628,238

INCLUSIVE ECONOMIC DEVELOPMENT

STRATEGIC
partnerships



INNOVATIVE
programming



Business expansion, attraction, and retention serve as the primary pillars of any economic development organization. As we continue to market Fresno County as the premier location for business prosperity, we recognize that economic growth and the inclusion of our most disadvantaged communities are not mutually exclusive, but interdependent. Our economy is strongest when all segments of society are able to participate in the region's economic growth. Businesses and entire communities benefit by having access to a larger pool of qualified workers, making it clear why it is in economic developers' best interest to encourage opportunities for all. Fortunately, in Fresno County this is not just a concept—it's reality.

In response, the EDC has repositioned itself by harnessing data to not only help guide our expansion and attraction efforts, but to strengthen the relationships between our private and public sectors. By implementing these community-based strategies, we aim to improve economic prosperity for all, including our chronically unemployed residents. Regardless of the unique barriers to obtaining sustainable employment, these individuals want and need the opportunity to support themselves, and as a community we need them as well.

Strategic partnerships and innovative programming such as the New Employment Opportunities (NEO) program serve as an example of turning what is perceived as our greatest weakness into our greatest strength: workforce. The importance of workforce development in economic development cannot be understated. As Area Development, a prominent corporate site selection resource, has noted, "In just about any survey of executives, their number one priority for site selection is a prime workforce—workers who are motivated, productive, reliable, loyal, and plentiful—both now and in the future."

The NEO program faces Fresno County's chronic workforce challenges head on. The program aligns the industry's hiring needs with job-ready Welfare-to-Work job seekers, and its success in Fresno County has been recognized internationally. Recently, the International Economic Development

Council awarded the Fresno County EDC and County of Fresno the Gold Award for the NEO program, their top honor for a Business Expansion and Retention Program.

In addition, earlier this year, through a series of exclusive recruitment events, ULTA Beauty provided local residents on public assistance the first opportunity to obtain a job at their new e-commerce fulfillment and distribution center. Starting at \$15.00 an hour, these are good paying jobs that will provide chronically unemployed residents a sense of dignity, independence and a path toward self-sufficiency. ULTA Beauty is just one of hundreds of local companies who have taken advantage of this program to help fulfill part of their workforce needs.

Fresno EDC is excited about building from an inclusive economic development approach through innovative programs and partnerships such as the Central Valley Training Center. As more and more regions reach full employment, making it harder for companies around the country to keep and attract talent, what was once Fresno County's greatest weakness now serves as one of its strengths. We must continue working together as a community, both public and private stakeholders, and continue supporting programs that benefit both the job creators and the job seekers. Perhaps nothing better exemplifies the benefits of inclusive economic development than this testimonial from former Fresno County Welfare-to-Work participant who found employment through the NEO program:

"I am so grateful to have been able to participate in the Ready 2 Hire program! It gave me an opportunity to work in a job where I had little to no experience. When no one else would give me a chance to prove myself. Now it's almost 3 years later and I am running my own business, and all because someone gave me a chance. I owe it all to the people who developed this program and gave people like myself the opportunity to work."

Denise

PAST NEO JOB SEEKER
CURRENT BUSINESS OWNER



OUR INVESTORS

PLATINUM

\$10,000 +

CALIFORNIA STATE
UNIVERSITY, FRESNO

CIVIC CENTER SQUARE, INC.

COMMUNITY MEDICAL CENTERS

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THE BUSINESS JOURNAL

GOLD

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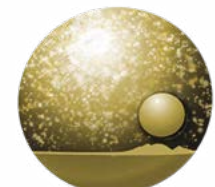
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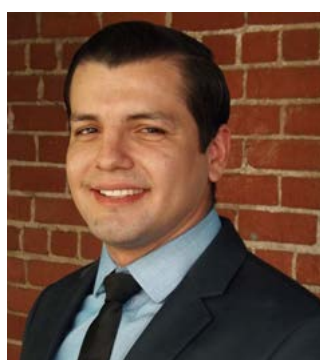
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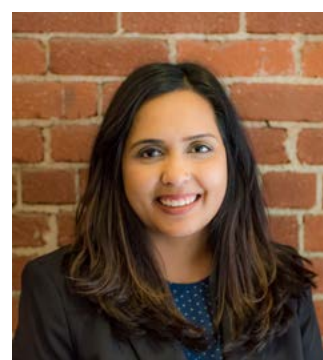
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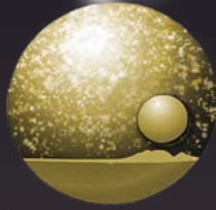
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