

Rise Up

2020 

FRESNO COUNTY EDC ANNUAL REPORT

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Did you know the financial health of your team can directly impact the productivity and performance of your nonprofit? It's true! Check out these statistics:

- **59%** of employees say **finances** are their top source of **stress**.¹
- **41%** of stressed employees admit that their **anxieties** have caused a **loss in productivity**.²
- Employees who experience financial stress are more likely to have **health problems, miss work and be less engaged**.³

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¹Source: "PwC's 8th annual Employee Financial Wellness Survey." PwC US, <https://www.pwc.com/us/en/industries/private-company-services/library/financial-well-being-retirement-survey.html>. Accessed 3 Feb. 2020.
²Source: Milenkovic, Milja. "42 Worrying Workplace Stress Statistics." The American Institute of Stress, 25 Sep. 2019, <https://www.stress.org/42-worrying-workplace-stress-statistics>. Accessed 3 Feb. 2020. ³Source: Bonner, Patricia A., Ph.D., CEBS. "The Impacts of Financial Stress on Your Employees." Benefits Magazine, Volume 53, No. 6, June 2016, pages 46-53, International Foundation of Employee Benefit Plans (www.ifebp.org), Brookfield, Wis. <https://www.ifebp.org/inforequest/ifebp/0200187.pdf>. Accessed 3 Feb. 2020.

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by the choices
we make
TODAY.**

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Chairman of the Board



It is my incredible honor to continue to serve as Board Chairman of the Fresno County Economic Development Corporation. I take pride in being part of the EDC's tireless efforts to champion the interests of Fresno County, its citizens and community. The EDC staff, under the leadership of Lee Ann Eager have written the book in best practices in economic development. With business attraction, retention, and expansion as its primary goals the EDC offers a wide range of services. This year, in particular, these services were expanded and focus was forced to be redirected.

In 2020 the world changed due to COVID-19. The global pandemic lead to a complete shut-down of what was the most robust and thriving economy in modern history. Blindsided by the severity of the virus, the priority of business reversed course from expansion and growth to survival. To make matters worse, the pandemic seemed to set off a chain reaction of challenging events that continue to plague our nation. Natural disasters, social unrest, fear, toxic politics and general malaise dominate the headlines.

In the face of adversity, the EDC reacted immediately. After establishing its own protocols for employee safety in the work place, the EDC launched

into action to help businesses in the community. In cooperation with the Fresno Chamber and local governments, the EDC actively participated in a multitude of initiatives aimed assisting businesses through COVID-19. These initiatives in part included Revive Fresno County, Business Resource Response Team, Chamber Office Hours, the County of Fresno's Helping Underserved Businesses (HUB) Grant, PPP, COVID-19 compliance information and many others. Included in these programs was the development of a web-based platform loaded with resources and information on COVID-19 related business assistance, a telephone hot line with 24 hour a day 7 day a week live person availability in which the EDC staff participated, outreach and administration of the County of Fresno HUB grant, and assistance to business looking for PPP loans.

Our nation is strong. Our county is strong. FRESNO is strong! Together, we will rise up, defeat the challenges in front of us, prosper and thrive. Together, we are unstoppable.



Nick Audino

Chairman of the EDC
Board of Directors

President & CEO



To say that 2020 has been a 'trying year' would be a huge understatement. We have all endured many challenges that no one could have ever predicted. From the pandemic to the wild fires and everything in between, the EDC has stepped up to the plate to be a constant force of encouragement and positivity. We have a new theme around the

office – PIVOT. Whatever is thrown at us – we take it, acknowledge it, find a solution, change course, and move on to the next issue.

This year I have seen your EDC staff come together like never before. Whether they were working from home or in the office with a modified schedule, their commitment to this community has never been greater. They have taken on special projects such as the HUB (Helping Underserved Businesses) Grant, Revive Fresno County – which is a project to assist businesses throughout Fresno County adjust to the ever changing COVID-19 rules and regulations, and the Million Mask Giveaway. These very intensive and time-consuming projects are great successes and have proved essential to our business community during these trying times.

Although we have added new projects as the needs arise, the team has continued to provide all our core services to the business community and our fifteen cities within Fresno County. This year, the attraction team has provided responses to 68 business prospects interested in operating in Fresno County. The business expansion and retention team has served a

record 2,072 businesses through referrals and daily outreach efforts. Many of those engagements have been during the pandemic, where staff has proactively informed local businesses with the latest tools and resources available for COVID-19 relief. Our special projects and initiatives team has added new staff and enhanced its capabilities using data, statistical analysis and economic modeling techniques to reinforce the EDC's work, such as the development of a comprehensive healthcare analysis for the City of Clovis and new social impact evaluation methods to align capital with equity and inclusion.

The EDC team has successfully added new components to our existing services. We are assisting the City of Selma with the Central Valley Training Center (CVTC). We are in the early stages of the project but the interest and commitment from the community is outstanding. CVTC is uniquely suited to assist those impacted by the pandemic to obtain new skills to pursue promising careers in construction.

As you can see – the EDC Team of amazing individuals has come together to ensure that all businesses in Fresno County can prosper even during the most difficult times. The unwavering dedication to this community is shown in the commitment of the EDC staff every day. I am proud to call them colleagues and friends.



Lee Ann Eager

EDC President & CEO

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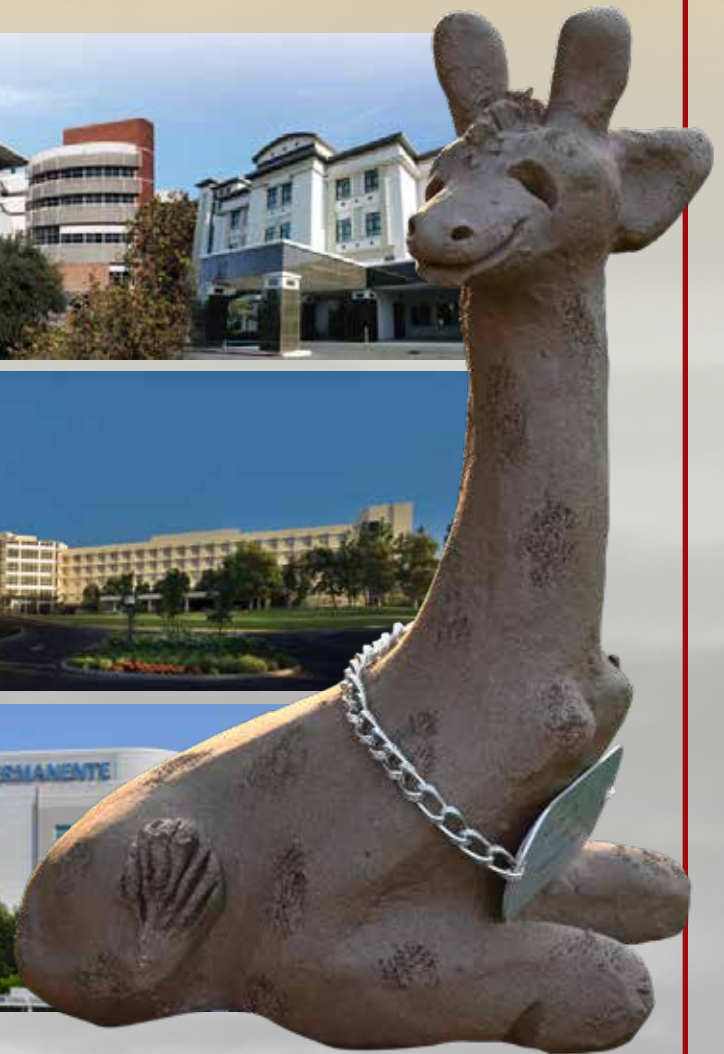
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Giraffe Award

No one was prepared for the global impacts of COVID-19. However, as so many times before, our healthcare providers rose to the occasion and worked diligently to ensure our communities well-being. Everyday they are on the front line of this pandemic. Yet, they chose not to run and hide but to stay and fight to meet the ever- changing challenges of this virus.

The Fresno County EDC honors the incredible contributions of Community Medical Centers, Kaiser Permanente and St. Agnes Medical Center as the 2020 Giraffe Award recipients. With gratitude, we THANK YOU for your courage, compassionate care, and many sacrifices to save lives in our community. You are healthcare heroes who continue to stick out your necks to provide high quality, safe patient care, delivered with compassion and respect. You are our everyday heroes!



Previous Recipients

2019 - John R. Lawson

2018 - Diana Gomez

2017 - Delfino E. Neira

2016 - Joseph I. Castro, Ph.D., M.P.P

2015 - John Navarrette

2014 - Florence T. Dunn

2013 - Darius Assemi

2012 - Preston Prince

2011 - Steve Geil

Manufacturing Spotlight

Trillium Flow Technologies, formerly Weir Floway, is an industry leader with more than 80 years of proven experience, manufacturing vertical turbine pumps for the water and wastewater, oil and gas, mining, energy and industrial markets, internationally.

Located in South Fresno, Trillium Flow Technologies has utilized the Fresno EDC for assistance several times over recent years. In 2014, the EDC helped the company navigate impacts by the High-Speed Rail, allowing them to successfully reconfigure their site and limit disruption on their operations.



In 2019, Trillium's Board of Directors indicated that they would consolidate their Fresno facility with a sister company located in Salt Lake City and requested a comprehensive analysis to determine the costs and feasibility between permanently locating in either city. This sparked a business attraction, expansion and retention effort, and local Trillium staff turned to the EDC to assist with preparing a competitive proposal to retain the business.

The EDC worked alongside the City of Fresno and recruited several business service organizations to assemble a project team to develop a workforce strategy for the skilled positions required and competitive value proposition including tax credits, hiring incentives, and energy resources.

In April 2020, Trillium Flow Technologies announced the consolidation of both companies in Fresno and on October 1, 2020, held a ribbon cutting ceremony to celebrate the launch of their first of many new product lines. This effort marked the retention of 135 local jobs, planned creation of up to 83 new positions averaging \$55,000 a year and the home to eight Trillium Flow Technologies brands.



Trillium Flow Technologies is grateful for the guiding hands of the Fresno EDC during this merger, which is estimated to generate over \$400 million in positive economic impact for our community over the next few years.

Service Snapshot

- \$1.8M - California Competes Tax Credit Award
- 25% Reduction in Electricity Costs through PG&E Economic Development Rate Program
- Employment Training Panel to cover upskilling costs for new and existing employees
- Incumbent Worker Training Program to cover upskilling costs of existing employees to be promoted
- Full Sales Use Tax Exemption Application (Pending)
- HSR Reconfiguration Support



Business Retention

Immediately following the state's shelter-in-place order, EDC launched a hotline for businesses to call to receive emergency assistance. EDC staff researched all COVID-19 funding programs such as the Paycheck Protection Program (PPP), Helping Underserved Businesses (HUB) Grant Program, Save Our Small Business Act, Pandemic Unemployment Assistance and more to provide regular updates to Fresno County businesses who were in need of financial assistance. Access to qualified banks and lenders participating in the PPP had been a significant obstacle for many businesses. Therefore, EDC staff contacted banks regularly and provided referrals for alternative lenders open to non-members.



"It restores our faith in humanity that there are people out there that care about the little guys who are falling through the cracks."

- Sierra Garage Door Repair Service



"Your support and follow through mean the world to me as a small employer we can get lost in the shuffle."

- A Sense of Place

High-Speed Rail



In partnership with the California High-Speed Rail Authority and the City of Selma, the Fresno County Economic Development Corporation assisted in launching the Central Valley Training Center (CVTC) in Selma. The training center provides pre-apprenticeship classes and hands-on construction industry training for residents across the Central Valley looking to work on the nation's first high-speed rail project. The EDC recognizing that economic growth and the inclusion of our most disadvantaged communities are interdependent focused our recruitment efforts to veterans, at-risk young adults, minority and low-income populations between the counties of Fresno, Kings, Tulare, Kern, Madera and Merced. CVTC prepares students for careers in over ten different trades. Industry specific certifications and job placement assistance will be provided to all graduating students of the program. Although the program is in its early stages, the EDC received more than 500 applications from interested participants across the Valley for its first cohort.





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
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Weeks 1 - 13	100%
--------------	------

Weeks 14 - 26	75%
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**Two possible 13 week extensions upon approval*



www.ready2hire.org



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

New Employment Opportunities

In 2014, the Fresno County EDC partnered with the Fresno County Department of Social Services (DSS), to develop the New Employment Opportunities Expanded Subsidized Employment (NEO) Program. This program was developed to meet the local business workforce needs while providing the opportunity for sustainable employment. Since its pilot year, the NEO program has been able to help local businesses hire the critical workforce they need, while providing employment to Fresno County's disadvantaged residents, ultimately assisting them on their journey to self-sufficiency.

The NEO program also trains individuals to help meet current industry needs. These programs include a pre-apprenticeship training course for jobs in the construction trades, partnered with Fresno Economic Opportunities Commission's Valley Pre-Apprenticeship Connections, and a Class A truck driving program partnered with West Hills Community College. Although impacted by COVID-19, the pre-apprenticeship training program was able to seamlessly switch over to online trainings, providing both laptops and reliable Wi-Fi to the students. The truck driving training program was able to modify the training facility to create a safe and socially distanced environment. When the California DMV reopened, they granted our truck driving program weekly standing

appointments, this allowed our students to take their Class A exam faster than the pre-COVID scheduling.

Earlier this year when COVID-19 began to take its toll on businesses, Fresno County EDC staff sprang into action and thought of beneficial ways to best service those in need. NEO businesses were contacted to offer guidance and resources as they became available. Resources included the Revive Fresno County website to review opening protocols, SBA, Disaster Relief Loans, and PG&E's Economic Development Rate to name a few.

Fresno County EDC and DSS renewed their partnership to continue a combined commitment and effort to serve business labor needs, while providing job opportunities to those most in need. Before beginning the new contract year, more than 90 NEO businesses committed to continue in the program. Together we have built stronger relationships with our business leaders and work towards Growing the California Dream...one placement at a time.

Attentive Senior Care – Lawrence Holland/Owner

"Our Company considers the NEO program as "BUSINESS BUILDERS" and "PEOPLE BUILDERS."

Mcwealth Care Inc. – Josh Mcwealth/Owner

"The NEO program has been a great resource for our hiring needs. I appreciate that new employees come to us with all the support they need to succeed. The EDC staff have also been very diligent in collaborating with us regarding the needs, challenges, and success of new hires."

All Valley Automotive, Inc. – Steve Bolduc/Owner

"I have been hiring from the NEO program since 2015 with great success. This program gives people a chance to learn new skills or find a career. It is fairly easy to qualify to be a NEO approved business, and the reward is worth the effort."

Impact Study

This year's economic impact report provides a comprehensive assessment of the Fresno County Economic Development Corporation's programmatic activities including business attraction wins, local business expansion and retention successes, and the financial benefits extended to employers through the New Employment Opportunities program. Moreover, this year's report encompasses special retention services such as the Helping Underserved Businesses (HUB) grant program which offered financial relief to companies facing closures due to COVID-19. The data obtained reflects program inputs from the FY 2019-2020 year.

EDC Operations Supported

- **4 Newly Attracted Companies** to Fresno County which produced a total output impact of **\$19.9 million, 120 jobs**, and **\$6.1 million** in labor income.
- **14 retained businesses** assisted by the BEAR team in notable expansion and retention projects, supporting **262 new jobs**, a labor income of **\$15.3 million**, and a total impact of **\$71.5 million**.
- **1000 businesses** assisted by the HUB grant supporting 84 jobs, a total impact of **\$8 million**, and **\$3.5 million** in labor income. * (Number of jobs is less than the number of companies helped because the jobs are in terms of job years. E.g. Each \$5k grant from HUB grant supports less than one job year.)

Employment Impacts

Program	Direct	Indirect	Induced	Total
Attractions	69.60	28.42	21.65	119.66
BEAR	138.38	69.40	53.95	261.73
NEO	56.94	13.37	12.82	83.13
HUB	61.86	8.99	12.94	83.80
Total	326.78	120.18	101.36	548.32

Labor Income Impacts

Program	Direct	Indirect	Induced	Total
Attractions	\$ 3,556,895.13	\$1,501,247.97	\$1,037,519.37	\$ 6,095,662.48
BEAR	\$ 8,553,915.37	\$4,184,689.68	\$2,587,379.32	\$15,325,984.38
NEO	\$ 2,213,706.36	\$ 750,053.96	\$ 614,389.00	\$ 3,578,149.31
HUB	\$ 2,457,728.64	\$ 470,095.70	\$ 619,464.67	\$ 3,547,289.01
Total	16,782,245.51	6,906,087.31	4,858,752.36	28,547,085.18

Value Added Impacts

Program	Direct	Indirect	Induced	Total
Attractions	\$ 4,961,773.96	\$2,419,121.05	\$1,964,429.08	\$ 9,345,324.09
BEAR	\$17,746,489.87	\$6,614,102.28	\$4,900,141.98	\$29,260,734.13
NEO	\$ 3,007,294.25	\$1,130,481.09	\$1,162,921.34	\$ 5,300,696.68
HUB	\$ 2,660,628.40	\$ 758,483.80	\$1,171,700.39	\$ 4,590,812.58
Total	28,376,186.47	10,922,188.22	9,199,192.79	48,497,567.49

Output Impacts

Program	Direct	Indirect	Induced	Total
Attractions	\$11,709,583.60	\$ 4,821,411.30	\$3,348,907.47	\$19,879,902.37
BEAR	\$50,427,800.00	\$12,762,000.20	\$8,352,674.66	\$71,542,474.86
NEO	\$ 7,097,235.72	\$ 2,407,408.60	\$1,982,797.88	\$11,487,442.20
HUB	\$ 4,463,513.68	\$ 1,532,298.81	\$1,998,416.26	\$ 7,994,228.74
Total	73,698,132.99	21,523,118.92	15,682,796.27	110,904,048.17

Audit Report

ASSETS

Current Assets

Cash and Cash Equivalents	\$	974,501
Accounts Receivable	\$	343,428
Other Receivables	\$	72
Prepaid Expenses	\$	27,804
Total Current Assets	\$	1,345,805

Restricted Cash	\$	6,178
Property and Equipment, Net	\$	21,643
Total Assets	\$	1,373,626

Liabilities

Current Liabilities

Accounts Payable and Accrued Expenses	\$	90,732
Accrued Payroll and Related Taxes	\$	82,484
Due to Other Agencies	\$	38,678
Deferred Revenue	\$	120,533
Total Current Liabilities	\$	332,427
Total Liabilities	\$	332,427

Net Assets

Without Donor Restrictions	\$	1,041,199
Total Net Assets	\$	1,041,199

Total Liabilities and Net Assets	\$	1,373,626
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SUPPORT AND REVENUES

	Without Donor Restrictions	With Donor Restrictions	Total
Grants and Contracts	\$ 335,159	\$ 1,748,045	\$ 2,083,204
Membership Fees	\$ 220,250	- 0	\$ 220,250
Fundraising Events	\$ 75,320	- 0	\$ 75,320
Interest Income	\$ 2,285	- 0	\$ 2,285
Net Assets Released From Restrictions Satisfaction of Acquisition Restrictions	\$ 1,748,045	\$ (1,748,045)	- 0
Total Support and Revenues	\$ 2,381,059	- 0	\$ 2,381,059

EXPENSES

Program Services	\$	2,008,309
Management and General	\$	270,671
Fundraising	\$	73,350
Total Expenses	\$	2,352,330
Change in Net Assets	\$	28,729
Net Assets at Beginning of Year	\$	1,012,470
Net Assets at End of Year	\$	1,041,199

Our Investors

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CORE Business Interiors

Diversified Development Group

Fennemore Dowling Aaron

Fowler Packing

Fresno Area Construction Team

Fresno Chamber of Commerce

Fresno City College/SCCCCD

Fresno Economic Opportunities Commission

Fresno Housing Authority

Fresno Metropolitan Flood Control District

Fresno Unified School District

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Fresno County Department of Social Services



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Thank You **Fresno EDC. We appreciate you!**

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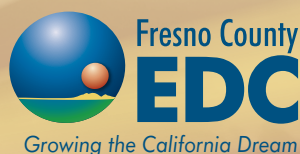
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The ones you love

•
Wear your mask

•
Practice physical distancing

•
Wash your hands



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Dowling Aaron has merged with Fennemore Craig, P.C. We are now a leading full-service firm with four offices throughout the Golden State. As leaders in the New West, we believe in doing more for our 350+ team members through our culture and teambuilding, professional growth, health & well-being and diversity & inclusion initiatives. We believe in doing more for our clients, whether start-ups in our accelerator program or Fortune 500 companies, by helping them thrive in a complex and constantly evolving business and legal landscape. We believe in doing more for the communities we live, work and play in through our organizational and philanthropic involvement. We choose to do more, because we genuinely care.

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A hand is holding a rectangular sign with a blue border and a white center. The sign has the text "STRONGER ECONOMIES BENEFIT EVERYONE." in bold, black, sans-serif capital letters. The words "STRONGER" and "ECONOMIES" are underlined with red lines. The sign is hanging from a chain. The background is a blurred outdoor scene with a wooden post on the left.

**STRONGER
ECONOMIES
BENEFIT
EVERYONE.**

WE AGREE.

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