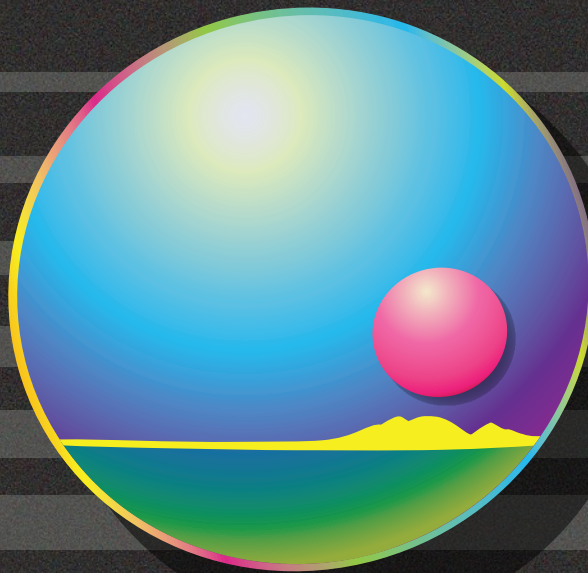


40th Year Anniversary Report

FRESNO COUNTY EDC

The Adventure Continues

1981



2021

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Congratulations
Fresno County EDC

40th Anniversary



Helping People. Changing Lives.

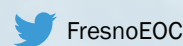
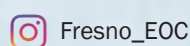


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John R. Lawson

1939-2021



John Lawson loved serving his community and dedicated his life to that service. He spent his life in Fresno, leaving only to serve his country when he enlisted in the Army after high school. When he returned home, he worked and saved and was able to purchase his first truck in 1964. He hauled anything that needed moving, saved money and in 1979 John founded Lawson Rock & Oil, Inc. Through John's determination and dedication, he grew Lawson Rock & Oil, Inc. into the largest trucking empire located here in Fresno County.

John was a past commissioner on the California Transportation Commission and was also appointed to the Fresno County Planning Commission in 2013 where he served as the vice chairman. His success in business allowed him to give back to the community. He launched The Lawson Beneto Classic Golf Tournament and raised over \$4 million to support recreational activities for children with autism for over twenty-five years.

I met John when it looked like the high-speed rail alignment was going to go right through his building. John told me he worked too hard to provide the perfect place for his office and his shop to let that "train" ruin all that he built...And he didn't. He and I worked together for about 4 years to save his building. He knew every inch of his land which served him well in negotiations. When all was said and done - his land, his buildings and Lawson Rock & Oil remained right where it had been. During the period of the negotiations, a friendship was formed. I would stop by his shop periodically just to check in, and on one occasion we started talking about the shortage of drivers in the Valley. John jumped into action and suggested we develop a first-class training program. He donated his time, his land, and his trucks to create a 10-week training course. This training program was developed to assist Welfare to Work recipients who desperately needed not just a job but a career. Lawson Rock & Oil, Inc. provided more than one truck to offer a variety of learning opportunities which increased the probability that the students would find positions quickly. John hired Breanna Luna immediately after she graduated, and she became one of his best drivers. Breanna said, *"If it weren't for John Lawson's generosity, patience and willingness to give opportunities, I wouldn't be the driver I am today and there are so many more people who will say the same. With all his incredible achievements, he keeps a humble mentality which makes it great working with him. I've become the very best role model for my daughter, and I couldn't ask for anything more."*

Rest in Peace my friend - you will be missed more than you will ever know.

Lee Ann Eager



President & CEO



Aniversaries are a time to acknowledge the past, celebrate the present, and look to the future. As I think about the history of the FCEDC, I am reminded of Dr. Suess' book "Oh, The Places You'll Go" and how the vision of this organization became the reality of today. "And when things start to happen, don't worry. Don't stew. Just go right along. You'll start happening too. Oh, the places you'll go."

The Economic Development Corporation has had an amazing 40 years attracting new business to the area, assisting businesses in Fresno County to prosper and grow, and during difficult years - helping our business community survive.

As we look back at all the organization has accomplished, I have to give special recognition to the Fresno Chamber of Commerce Board of 1981. It was their vision and foresight that led to the formation of the Fresno County Economic Development Corporation. The Board understood the need for a committed group of individuals who would focus on attracting businesses to Fresno County from around the world. They formed a new Board of Directors that included community leaders such as Charles Tingey, Bill Lyles, Helen Smades, Dan Whitehurst, Jean Denham, and Leon Peters. These pillars of our community took on the monumental task of developing this organization from the ground up and we owe them so much. I'm not sure they fully understand the huge impact their creation has had on our community.

Today the Fresno County Economic Development Corporation has 20 employees who never cease to amaze me. The quantity of work that they produce and the level of competency they possess is unsurpassed. From our Administration dynamic duo, to the Business Retention and Expansion Team, to the Attractions Department, and the Economic and Data Analysis Team - every person is at the top of their game.

As an organization, we are always looking for new ways to improve the lives of the people of Fresno County through a business and workforce lens. The entire staff is passionate about the work that they do because every one of them truly cares about how the work they do can

improve the lives of the people in their community. Because they are all residents of the county, the staff understands the importance of moving the needle in Fresno County, making this a better place for them, their children and their grandchildren. They have a stake in the future of our community.

The Management Team at the EDC is the best of the best. Paul Thorn, EDC Controller, who has been with the organization for almost 15 years, has seen the ups and downs firsthand and has ensured our financial viability through all of it. Will Oliver and Andrea Reyes, EDC Vice Presidents, are brilliant thought leaders and experts in economic, workforce and community development. They understand the nexus between business development and human capital. They both have great vision and can put their visions in to action. Two years ago, the EDC was fortunate to find our amazing COO Sherry Neil. She has taken every task thrown at her and excelled at all of them. When COVID hit and changed everything we knew, everything we did and everything we expected to do - Sherry excelled. She told the team that "Pivot" was now our mantra, and we would do whatever it took to keep our businesses going and our community safe.

Julian Ramos began his career at the EDC the week before we shut down due to COVID and has been a driving force for our attractions team during this trying time. He took "pivot" to heart and has continued to find new and innovative ways to reach prospective companies and encourage them to relocate in Fresno County. His tenacity has paid off in an overwhelming interest in our area.

Lee Ann Eager

EDC President & CEO



**We are your advocate;
every step of the way.**



Civil Engineering



Land Surveying



Planning



**Landscape
Architecture**

Our History

The Dunkel family has provided engineering services to the region for more than 55 years.

Our team has the proven ability to work together to produce outstanding and innovative work, for a variety of projects, in both the public and private sectors.

Specialized Expertise

Our staff has vast experience working with cities, counties, special districts, and Indigenous tribes. We bring a unique perspective of understanding municipal, State, and Federal requirements while providing the efficiency, timeliness, and cost-effectiveness of the private sector.



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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 continued leadership of Lee Ann Eager have written the book in best practices on economic development. With business attraction, retention, and expansion as its primary goals, the EDC offers a wide range of services. Some of which include consultation on business incentives like California Competes, NEO job placement, PG&E EDR Benefits, employee training in construction, truck driving and soft skills, high level research and opportunity analysis and many more.

In 2020 these services were forced to be redirected. COVID-19 shut down of the economy changed business priority from expansion and growth to survival. In the face of adversity, the EDC reacted immediately. After establishing its own protocols for employee safety in the workplace, 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 at 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 days 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.

Now in 2021 the virus is in the rearview. People are back at work; the economy is open and goals for future growth are being set by business across the world. Everyone expects variants of the virus to create some obstacles going forward, but with growing numbers of vaccinated and increasing herd immunity a repeat of the shutdown does not seem likely. In fact, some industry clusters like warehouse, distribution, and logistics are thriving like never before.

After playing a critical role assisting businesses during COVID-19, the EDC is now refocused on core initiatives. Attracting new high-quality companies to Fresno County, assisting existing companies to expand and to do whatever possible to retain existing business from leaving the area. The EDC's goal is to promote high quality companies with solid job stratification, good pay with benefits, those who are sensitive to the environment and that are community minded.

There is no growth in a community without economic growth, which leads to opportunity for its citizens.

Nick Audino

Nick Audino

Chairman

EDC Board of Directors

Keynote Speaker

VICKI LAWRENCE



Multi-talented Vicki Lawrence, is an actress, comedian, and singer known for the many characters she originated on CBS's The Carol Burnett Show, where she appeared from 1967 to 1978, for the entire series run. One such character, Thelma Harper/Mama, was the central character of the ever popular television situation comedy series Mama's Family. The show still can be seen daily in syndication throughout most of the country and is available as a Time-Life DVD collection.

Lawrence spends much of her time on the road with her stage production Vicki Lawrence and Mama: A Two Woman Show. She also enjoys speaking to women's organizations and other great causes, where she shares her life story of fame, activism, and her continuing success. All the while she approaches everything with her characteristic sense of humor, reminding us all that "Life is much too serious to be taken seriously!"

Lawrence has multiple Emmy Award nominations, winning one in 1976. She is a multiple Golden Globe nominee, all for The Carol Burnett Show. In 1973, Lawrence recorded the hit song "The Night the Lights Went Out in Georgia." It reached Number One on both the United States and Canada top charts.

In the past, Lawrence hosted a popular game show, Win, Lose or Draw, her own daytime talk show, Vicki!, and appeared in many theatre productions. She was the

only talk show host since Oprah to be nominated for a Daytime Emmy in her freshman year.

Through the years Lawrence has made appearances on other television programs, such as Laverne & Shirley, Major Dad, Roseanne, Hannah Montana, and Yes, Dear. Lawrence has also appeared with Burnett, Korman, and Tim Conway in the Burnett show retrospectives. Lawrence most recently co-starred in the popular FOX-TV 2018 comedy series The Cool Kids. Lawrence's co-stars in The Cool Kids were David Alan Grier, Martin Mull and Leslie Jordan.

On stage Vicki has appeared in numerous productions, including Carousel, Send Me No Flowers, No, No, Nanette, Chapter Two, Hello Dolly, I'm Getting My Act Together and Taking It ON The Road, Annie Get Your Gun and live from the Grand Ole Opry, Nunsense 3: The Jamboree which aired on TNN.

Vicki is not only a successful actress, she is also involved in many causes close to her. She was the honorary head of the D.A.R.E program, raised money to protect widows and families of slain police officers in Long Beach, CA, supports the Humane Society and works with the American Heart Association as well as WALK FOR THE CURE. Her efforts to protect women's rights were recognized in 1988 when Vicki was the first woman to be honored as "Person of the Year" by the Coalition of Labor Union Women.

Lawrence was diagnosed with chronic idiopathic urticaria (CIU) around 2011. She teamed with the Asthma and Allergy Foundation of America and has become the spokesperson for the campaign CIU & You. She appeared on The Doctors in 2015 to relay her story and talk about CIU and promote the CIU & You campaign.

Vicki was born in Inglewood, California, where she excelled in dancing and singing, was a cheerleader and was voted "Most Likely to Succeed" by her graduating class. From 1965 to 1967 Vicki sang with the Young Americans musical group and, also, appeared in the feature film The Young Americans which won an Academy Award for Best Documentary.

In 1974 Vicki married the head of CBS make-up, Al Schultz, who is both her best friend and professional partner. Al and Vicki have two grown children, Courtney and Garrett. In her spare time Vicki enjoys cooking.





Building Stronger Communities

At JPMorgan Chase, we believe that everyone should share in the rewards of a growing economy.

We seek to improve neighborhoods and advance promising solutions that connect families and business owners to economic opportunity. Reducing inequality and creating widely-shared prosperity requires collaboration of business, government, nonprofit and other civic organizations.

We are proud to participate in these efforts and support the Fresno County EDC.

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SKW Oxford Holdings, LLC looks forward to expanding our presence in the Fresno market, and working with the EDC to make Fresno an even better place to live.



Dedicated to bringing quality developments to the Fresno area. We work with local communities and civic and governmental bodies to be a part of the exciting renaissance in Fresno. We are proud to be partners with the Fresno County EDC, and understand the importance of trusting relationships between the public and private sectors.

Thanks for the Memories



Get on the bus and see what's happening in downtown

Saturday's "Billion Dollar Tour" will showcase big changes.

How often do we hear someone disparage downtown Fresno? How many times do we hear it described as a dead zone, full of blight and roamed by predators? And how often do the disparagers then brag about how many years — or decades it's been since they set foot in downtown Fresno? We hear that a lot. But on Saturday there will be a chance to put those urban myths to rest. The Fresno County Economic Development Corporation is hosting the "Billion Dollar Tour," a chance to ride around downtown Fresno and see all the construction that's been done or is under way in that misunderstood part of the city. (The tour has several private and public sector sponsors, including The Bee.) Downtown Fresno has seen more than \$1 billion in new construction built or scheduled in projects range from two new courthouses to the Community Regional Medical Center, from the Chukchamsi Park to new rental housing at the Vagabond Lofts. There are 20 stops in all. The tours will begin at H Street just south of Tulare. City buses will depart every five minutes, beginning at 9 a.m. and ending at 2:30 p.m. Visitors

Saturday's "Billion Dollar Tour" is a chance to put the lie to some of the myths — if people will set aside their preconceptions and come downtown to actually see what's going on.

tors will be able to get off the buses to examine different areas, then hop back on another bus to continue the tour. Guides on the buses will describe the projects that have been built or are coming at various sites.

The tour and parking are free. Some observers criticize what they regard as an overemphasis on big, flashy projects, and argue that what downtown needs most is more people, at least after tens of thousands of employees leave their downtown jobs each workday. They have a point. Vital and vibrant downtowns are characterized above all by crowds of pedestrians moving in and out of shops, restaurants, galleries, coffee houses, music venues and taverns.

But one of the major obstacles to revitalizing downtowns is the persistent myth of downtown as a dirty and dangerous place. Saturday's "Billion Dollar Tour" is a chance to put the lie to some of the myths — if people will set aside their preconceptions and come downtown to actually see what's going on.

If they don't, well, then they can remain on the sidelines, comfortable in their ignorance. We're confident that there are enough people who believe in the future of downtown Fresno to carry on with the work. Don't miss the bus.

► Tell us what you think. Comment on this editorial by going to <http://www.fresnobee.com/opinion>, then click on the editorial.

Economic summit: Call for \$4.2B investment in Fresno



Mark Henderson, director of Community and Economic Development, City of Merced, talks during a panel discussion at Los Alamitos. CEO of the Fresno County Economic Development Corporation, right, looks on Thursday.

AT LOS ANGELES

BY MICHELLE KILPATRICK

FOR THE BEE

THE CENTRAL VALLEY

Community Foundation announced a plan to attract \$4.2 billion in investments to revitalize Fresno and the region.

Investments by California

Forward, Merced and local

businesses designed to

advance job growth, create

new retail and service

businesses throughout the

region, with a specific focus on

Fresno.

Los Angeles, Henderson

is scheduled to deliver the key

note at the summit. The 18

projects to revitalize Fresno

will cost more than \$4.2

billion, Henderson said.

The Fresno investment plan

is the result of a year-long

process that involved

community leaders who came

to the summit.

The summit was held

at the Los Alamitos

Marriott Hotel. Henderson

said the plan is a

major step in the

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Giraffe Award

With deep roots in Fresno County and a foundation of education, jobs, leadership and community service for over 100 years, the EDC's Giraffe Award recipient for 2021 is the Cook Family.

After immigrating from Denmark, Hans Cook settled in Clovis in 1899, and was the first to plant a vineyard in the district. His son Einar followed as an entrepreneur, founding Cook Disc & Implements. He was a key board member in the unification of Clovis schools, which included the hiring of Doc Buchanan. He served as a member of the group who established Clovis Memorial Hospital and on the boards of Clovis Community Bank and Central California Almond Growers Association. Einar was a charter member of the Clovis Hall of Fame, where the Einar Cook Leadership Award continues to recognize an outstanding Clovis citizen yearly.

Jerry Cook, served as the founding President of Grundfos America, opening operations in his garage in 1974, after Einar was able to convince Grundfos Pump Company to locate their US operations in Clovis. Jerry served as the Chair of the Board for The Center for Advanced Research and Technology (CART), was the founding President of the Foundation for Clovis Schools and received an Honorary Doctorate of Community Service from Clovis Unified. Today, Jerry serves as Chair of California 9-11 Memorial Board and remains as a long-time board member of Raley's and Community Medical Centers.

Jerry has a long history with the EDC. He served as the Chairman of the Board of Directors for the EDC from 1984 thru 1986. Jerry stated that "he whole-heartedly supports and believes in the mission of the EDC." Cook Land Company continues to be one of EDC's long-standing investors, even 40 years later.

Jerry's son Tosh, is the owner and founder of Gig Ronin, a high-tech startup. Tosh and his wife, Brittany, are raising their son, Tosh Jr. Brittany volunteers within Clovis Unified Schools and is a part of the California 9-11 Memorial. Over the years they have raised over \$100k for St. Jude's Children's Hospital with their "Grapple for the Cure" event.

Jerry's son Todd, formed a metal finishing company in northern California. He returned to home to work alongside Jerry at Cook Land Company. He served as the Chair of the Measure A Bond for Clovis Schools, 10 years on the Marjaree Mason Center board, a key board member of the California 9-11 Memorial and the Alliance for Medical Outreach & Relief (AMOR). He is the Chairman of the Board of CART and the Vice- Chairman of the Foundation for Clovis



Schools. He and his wife, Sara, and children, Cambria and Carsten, live and farm on their ranch, volunteering their time with Clovis school district and Future Farmers of America (FFA).

Cook Land Company has been in business for nearly 70 years and remains as dedicated to our community today as it was over 120 years ago.

Past Giraffe Award Recipient's

- 2020 -** Community Medical Center, St. Agnes Medical Center & Kaiser Permanente
- 2019 -** John 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





it's only human to know stronger communities create greater possibilities

A thriving community creates more opportunities for everyone. At Chevron we partner with people and local organizations where we operate. We're committed to supporting the businesses around us and we're making investments where we work that will benefit the whole community — including us. **Learn more at [chevron.com](https://www.chevron.com)**

Chevron is proud to support and be a sponsor of the 2021 EDC Annual Investors Meeting. Congratulations on 40 years of success in the Fresno community!



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More than just flood control.

Ever since local voters created this special district in 1956, it has protected the Fresno/Clovis area from rain season flooding to which it is historically prone. Dams and reservoirs capture foothill floodwater before it can reach homes, businesses, and farms. The network of 153 urban stormwater basins keeps the cities dry during storms, helps replenish the groundwater aquifer, and filters out pollutants washed in from streets.

[FresnoFloodControl.org](https://www.FresnoFloodControl.org)
(559) 456-3292



QUIRING

Congratulations to the Fresno
County EDC for

40 Years

Serving Fresno County

Congratulations to the

Cook Family

2021 Giraffe Award Winner

Thank you for always sticking your
neck out for Fresno County!



INCENTIVE SPOTLIGHT

CalSavers

CalSavers is California's new retirement savings program that will offer millions of workers in California the opportunity to get on track for the future. It is available to California workers whose employers don't offer a workplace retirement plan, self-employed individuals, and others who want to save extra. Savers contribute to an Individual Retirement Account (IRA) that belongs to them.

Employers

State Mandated Deadlines

- More than 50+ employees
 - Registration Open
- 5 or more employees
 - Extended to June 30, 2022

Employees

- Automatic or self-selection of investment funds
- Enroll or opt out at any time
- Simplified investing with low fees
- Portable IRA that belongs to you
- Must be employed in the State of California

Phone/Email

CalSavers is available from 8:00am to 8:00pm PST
Monday through Friday

- Employer Assistance
 - (855) 650-6916
- Employee Assistance
 - (855) 650-6918
- Clientservices@calsavers.com



Mail

Address to CalSavers

- Regular Mail
 - P.O. Box 55759
Boston, MA 02205-5759
- Overnight Delivery or Registered Mail
 - 95 Wells Ave Suite 155
Newton, MA 02459



The Work Opportunity Tax Credit (WOTC) program is an income tax credit incentive provided by the Internal Revenue Service and the U.S. Department of Labor, Employment and Training Administration. The one-time tax credit is available to for profit employers hiring individuals in the target groups listed below and to tax-exempt organizations that hire qualified veterans.

WOTC

Information

- **WOTC reduces an employer's cost** of business, requires little paperwork, and applying for WOTC is simple.
- **There is no limit** on the number of individuals an employer can hire to claim the tax credit.
- Certain **tax-exempt organizations can take advantage of WOTC** by hiring eligible veterans and receiving a credit against the employer's share of social security taxes.

Who is Eligible

- Veterans
- TANF Recipients
- SNAP (food stamp) Recipients
- Designated Community Residents
- Vocational Rehabilitation Referral
- Ex-Felons
- Supplemental Security Income Recipients
- Summer Youth Employees



Business Retention

REVIVE FRESNO COUNTY

The COVID-19 pandemic brought unprecedented challenges to Fresno County, particularly to our small businesses. During the first phases of the lockdown, many businesses scrambled to adapt to the profound disruptions to their operations. They rushed to protect their employees, jobs, financial liquidity – and in some cases their businesses. It became all-consuming for many companies.

In the face of this adversity, the EDC reacted immediately, quickly pivoting in new directions. We didn't stray from our core services but offered the services with a twist. Whether working remotely or in the office with a modified schedule, the EDC's commitment to the Fresno County community never wavered. Immediately following the shelter-in-place order, the EDC launched an industry hotline for businesses to call to receive emergency assistance and EDC staff provided resources and reopening guidance.

The EDC utilized our established relationships with community organizations, government, business partners and others and leveraged those connections to channel resources to our most vulnerable businesses. In discussions with the Department of Public Health, the EDC proposed a coordinated campaign to measure potential protocols for their feasibility, practicality, and effectiveness, but also to review industry best practices and ideas on what reviving the economy could look like, all while ensuring the health and safety of employees, customers, and community members. As a result, Revive Fresno County was born. Our partners

marketed Revive Fresno County via 2,200 social media postings, 6,800 email blasts, 80 phone calls and door to door campaigning to their respective business clientele.

REVIVE FRESNO WEBSITE

EDC staff conducted daily research, reviewing over a dozen state and local government websites that served as a centralized destination point for industry protocols and guidelines. From this research, they created ReviveFresnoCounty.com which was designed to provide a clear and succinct path to obtaining the latest industry guidelines and instructions for businesses.

BUSINESS RETENTION

For Revive Fresno County, the EDC launched a massive outreach campaign utilizing direct mail, text messaging, email, radio and digital media in four languages including Spanish, Hmong, Punjabi and English to ensure broad outreach to Fresno's diverse business constituency.

Although working primarily remotely, the business expansion and retention team sprang into action. The BEAR Team served 2,809 businesses through 9,948 phone calls, Zoom meetings, referrals, and other daily outreach efforts. They also took on special projects such as the HUB (Helping Underserved Businesses) Grant, and the Million Mask Giveaway.

We know that our community is not yet out of the woods. However, this EDC Team of extraordinary, and talented individuals will work to ensure that all businesses in Fresno County can prosper even during the most uncertain of times.



Spotlight

Alert-O-Lite

**Congratulations Alert-O-Lite
on your 50th Anniversary!**



The Fresno County Economic Development Corporation is proud to congratulate Alert-O-Lite on their 50th Anniversary! Founded in 1971 by Eddie Hunsaker, Alert-O-Lite and Hunsaker Safety is the Central Valley's leading providers of traffic control products and services. Eddie's daughter, Debbie Hunsaker, dutifully carries on her father's legacy at Alert-O-Lite to this day, placing the needs of her employees and community first. Under Debbie's leadership, the family business has successfully grown complimentary companies, including SignMax, a trusted retailer of signs, banners and other printed graphics, and True Value, which serves as a major resource for South Fresno, an area that previously lacked a major hardware retailer.

Alert-O-Lite's 50-year history, much like the EDC's 40-year story, has not been without headwinds and challenges. In 2013, the company learned that its flagship South Fresno location would be directly impacted by the California High-Speed Rail project, which would force them to close their doors or relocate. With its location on Railroad Avenue for several decades, the company had benefitted from a loyal customer base, generational goodwill and a centralized location with highway visibility.

As a longtime Board Member of the Fresno EDC, Debbie turned to our staff to assist with negotiating a fair deal with

the Authority and most importantly, finding a new facility. Given the unique retail/industrial nature of her business and a limited real estate market, the company had to search extensively to find a location suited for their future. The Alert-O-Lite staff, their broker (and EDC Chair) Nick Audino and the EDC team doggedly pursued on and off-market listings looking for a new home. After years of site searching, the EDC was forced to consider a temporary location for lease and inquired about a building located in Foundry Park that had been on the market for a long time but was out of budget. During that broker call, EDC staff learned that the building would soon go into default and its price could dramatically be reduced. After informing Debbie and her broker of this opportunity, she was able to secure the property within months and finally plan for her company's future.

The EDC continued to advocate for Alert-O-Lite during settlement negotiations with the Authority and ultimately, all parties were able to reach a timely and fair agreement to ensure a proper relocation. Once the iconic black and yellow paint dried on her new 31,000 square-foot home, Debbie was quick to continue Alert-O-Lite's long history of giving back by hiring from the EDC's New Employment Opportunities program, extending support to those on public aid wanting to advance their careers.

"I cannot thank the EDC enough on their playing a huge part in our success and ability to weather the move from our flagship location to the new location just yards from our original 'home'. These folks work tirelessly for our community and they worked just as hard for me and our company. I am not exaggerating when I say 'we' are celebrating 50 years! Without the EDC in our corner, this may not have been a reality."-- Debbie Hunsaker

As the EDC reflects on its own 40-year history and the clients it has served, it is proud to celebrate Alert-O-Lite's 50-year anniversary and bright future!



Planes, Trains & Automobiles

With one of the fastest growing regions in the U.S. and centrally located between Northern and Southern California, transportation plays an important role in Fresno County's economy and future, with 2020-2021 serving as a consequential year for transportation related announcements and investments.

Lee Ann Eager Appointed to California Transportation Commission

In June 2020, Fresno EDC President & CEO Lee Ann Eager was appointed by Governor Gavin Newsom to serve on the California Transportation Commission. The 13-member commission is responsible for programming and allocating funds for the construction of highways, passenger rail, transit, and active transportation improvements in the state in order to ensure a world-class multi-modal transportation system. As the only Central Valley representative, Lee Ann serves as a strong advocate on behalf of cities and counties to ensure state transportation dollars are equitably distributed to support local projects that reduce congestion, enhance safety, improve the environment and facilitate economic development through the efficient movement of people and goods. She is an advocate for "finish what we start" projects including the widening of State Route 99 throughout the Central Valley and the completion of State Route 41.

Southwest Airlines Launches Fresno Service

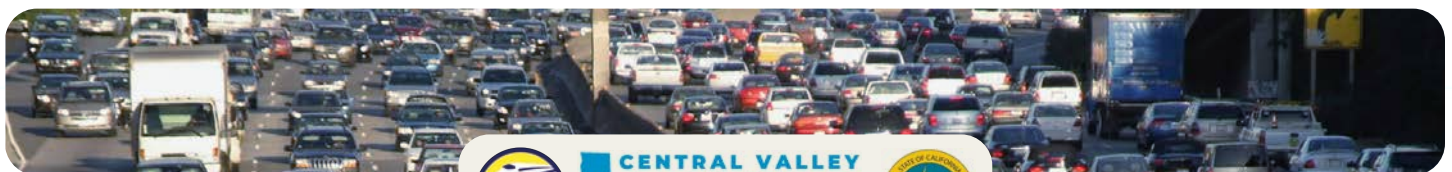
Long anticipated by frequent Central Valley business travelers, Southwest Airlines officially launched their service at Fresno Yosemite International Airport in 2021. Service from the nation's largest domestic air carrier known for its low costs has been top of the wish-list for the region's air travelers for years and a key consideration for prospective business clients when locating in Fresno. Leading up to the announcement, the EDC was proud to work with Fresno International Airport staff in demonstrating Fresno's economic growth and strengths to validate the market

demand and need for new airlines like Southwest.

"The regional response to our arrival in Fresno is exactly what we hoped... when bringing our service in the largest air market in California previously not served by Southwest. The more people fly on the airline moving forward, the greater the potential for the airline to consider adding more nonstop flights and destinations to the Fresno market." Brad Hawkins, Southwest Airlines

Central Valley Training Center Prepares Future High-Speed Rail Workforce

CHSRA continues to welcome students as part of Central Valley Training Center, a workforce-training program that provides pre-apprenticeship training in the building and construction trades to put students on a path to union construction apprenticeship and jobs. Each CHSRA design-builder is implementing the Targeted Worker Program, where 30% of all project work hours are performed by workers from disadvantaged communities. CVTC will help furnish the labor required to buildout the Central Valley backbone of high speed rail, joining over 6,000 construction jobs that have been created to date. The High-Speed Rail will allow for the connectivity between Fresno and the Bay area to the North and Los Angeles to the South, which we know will be an economic game changer for Fresno County.





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High-Speed Rail



EDC's partnership with the High-Speed Rail Authority and the City of Selma remains strong. An important part of this partnership is the Central Valley Training Center.

Recruiting at-risk and/or disconnected youth, women, minorities, veterans, ex-offenders, and other underrepresented individuals from Tulare, Kings, Kern, Madera, Merced and Fresno counties, the Central Valley Training Center provides pre-apprenticeship and hands-on construction training from professional carpenters, cement masons, electricians, and other specialists. Since its grand opening in October 2020, 58 students have graduated from this 16-week pre-apprenticeship training program. Students graduated with more than five industry-specific certificates, including Confined Space, Hazmat and Forklift certifications.



Partners such as the Fresno Economic Opportunities Commission and the FMKT Building Trades support the Central Valley Training Center because they recognize that high quality training programs will lead to careers allowing underserved people to support their families, especially our residents who live in areas with some of the highest rates of unemployment.



"The Central Valley Training Center Program provided useful on the job skills such as how to interact with other coworkers. The knowledge provided was very useful not only on the job site, but in all aspects of life. It is a very big commitment, but will pay off in the future! "

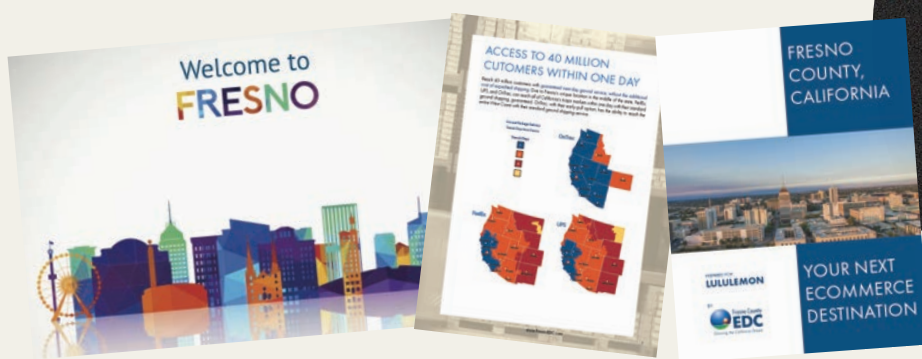
Gregory Stanton



CALIFORNIA
High-Speed Rail Authority

Attractions

Home to the fifth largest city in the fifth largest economy in the world, Fresno County has something to offer every industry. The Attractions Team at Fresno County EDC helps facilitate site selection, provides information on business incentives, and can help navigate the regulatory and permitting environment. We market the region to spark new investment and attract new companies to Fresno County.



- In 2020-2021 the Attractions Team responded to **56 site selection leads** and **24 Requests for Information**

- Total economic impact of over **\$10,000,000**

- Total jobs **1,350**

- **Top Industries** 1. Manufacturing 2. Warehousing Distribution 3. Food Service

- **Services to highlight:** Site Selection, Business Incentives, Regulatory & Permitting Assistance, Targeted Attraction

New Employment Opportunities

Fresno County EDC and the Department of Social Services continue a combined commitment and effort to serve prospective and existing companies, who are looking to create and retain full-time jobs, while providing job opportunities to those most in need of sustainable employment. The NEO program also trains individuals to help meet current industry needs for skilled workers. These programs include a pre-apprentice 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.

When COVID-19 changed our world as we knew it, the NEO team stepped up to assist businesses pivot from the in-person world we knew to the world of virtual meetings and interviews. From job fairs to business job recruitments and everything in between our team was providing guidance and business resources every step of the way.

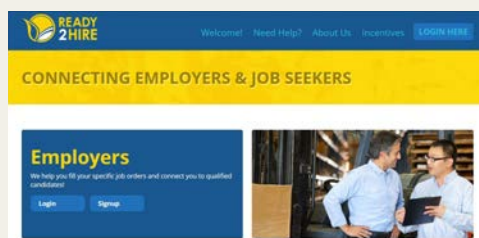
Thanks to the kind assistance of Fresno County EDC, we were able to hire three employees through the NEO program over the past year. The EDC staff we've been working with are

very professional and helpful. They always responded to our emails and addressed our concerns without any delay. During the COVID-19 pandemic, we also got much needed financial resources from Fresno EDC to help our business sustain through the difficult time. Fresno EDC is a great partner to work with and we really appreciate the help and support from this organization.

Jason Lu, CEO of Lu Kitchen & Bath Inc.

Our medical clinic has been using the NEO program for more than 5 years and it has turned out to be a very helpful resource and a great experience! It has brought us great candidates that we have been able to train to meet the needs of our business, while offsetting some of the costs associated with training new hires. The few employees who have left after working with us have used the experience they gained to take next steps in their careers. The partnership has truly turned out to be a win-win for everyone!"

First Health Medical Group of Fresno





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:

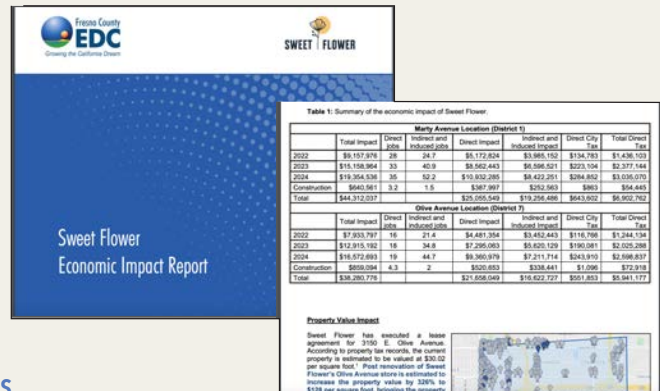
www.ready2hire.org or call the Fresno County Economic Development Corporation at 559.464.5550, email bear@fresnoedc.com

Funded by the County of Fresno

Special Projects & Initiatives

EDC utilizes statistically sound data analysis to drive our day-to-day activities for business attraction, expansion and retention, developing tailored analytical tools for cities, elected officials, clients and investors:

- ➔ Economic forecasting
- ➔ Economic impact reports
- ➔ Growing industry cluster analysis
- ➔ Incentive/tax credit calculations
- ➔ Jobs-skills gap analysis
- ➔ Market gap/leakage reports
- ➔ Program performance evaluation
- ➔ Social impact & evaluation
- ➔ Targeted industry recruitment analysis



HARVARD | BUSINESS | SCHOOL Impact-Weighted Accounts

In 2020-2021, the EDC launched a special partnership with Harvard Business School's Impact Weighted-Accounts Initiative team, adapting their novel IWAI methodology to illuminate net company performance across environmental, social and economic impacts.

"The Impact-Weighted Accounts Initiative (IWAI) is a joint project between the Global Steering Group for Impact Investment and the Impact Management Project, which is being incubated at Harvard Business School. IWAI's mission is to drive the creation of financial accounts that reflect the financial, social, and environmental performance of organizations. IWAI is proud to partner with the Fresno EDC to explore how a "total impact" lens can provide valuable data for decision-makers seeking to increase value for a broad set of stakeholders. Within the public sector, impact-weighted accounting (IWA) has the potential to shift the current paradigm that shapes economic development initiatives. Fresno EDC is applying principles of IWA to shape both the RFP process and the innovative community scorecard components of their Fresno Impact Economy initiative. In an impact economy, the value of social and environmental performance is equally material to financial performance. **Fresno EDC is leading the way among public sector organizations to bring rigorous valuation methodologies into the economic development process to incentivize positive impact for all stakeholders, from employees, to communities, to the environment.**"

Katie Panella
Project Manager, Harvard Business School

Impact Study

The Fresno County Economic Development Corporation's programmatic outcomes include business attraction wins, financial benefits from the New Employment Opportunities program, and successful applications of federal and state funds including the Paycheck Protection Program, Economic Injury Disaster Relief Loans, and the California COVID Relief Grant. The data obtained reflects program activities from the FY 2020-2021 year.

EDC Operations Supported

- **Newly Attracted Companies** to Fresno County which produced a total output impact of **\$107 million, 637 jobs**, and **\$34.8M** in labor income.
- **Receipt of over \$17 million** in PPP funding, and over **\$5 million** in EIDL funding for Fresno County Businesses.

Employment Impacts

Program	Direct	Indirect	Induced	Total
Attractions	333.64	181.56	122.26	637.47
BEAR	246.9	43.65	49.23	339.78
NEO	48.76	8.03	9.2	65.99
Total	629.3	233.24	180.69	1043.23

Labor Income from Employment

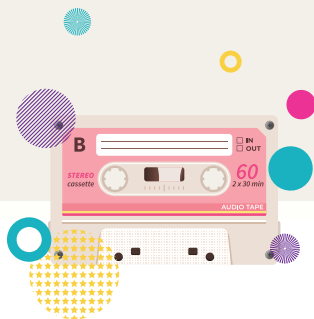
Program	Direct	Indirect	Induced	Total
Attractions	\$20,849,839.48	\$7,971,287.93	\$5,985,178.94	\$34,806,306.35
BEAR	\$9,302,236.35	\$2,361,749.69	\$2,410,311.48	\$14,074,297.52
NEO	\$1,751,985.88	\$404,188.46	\$450,205.73	\$2,606,380.08
Total	\$31,904,061.71	\$10,737,226.08	\$8,845,696.15	\$51,486,983.94

GDP Supported

Program	Direct	Indirect	Induced	Total
Attractions	\$24,409,817.54	\$13,012,995.67	\$11,595,986.35	\$49,018,799.56
BEAR	\$12,635,927.22	\$3,659,894.60	\$4,671,020.24	\$20,966,842.07
NEO	\$3,399,877.31	\$661,257.83	\$872,146.71	\$4,933,281.85
Total	\$40,445,622.07	\$17,334,148.10	\$17,139,153.30	\$74,918,923.47

Total Impact

Program	Direct	Indirect	Induced	Total
Attractions	\$62,725,034.41	\$24,659,310.89	\$19,584,769.25	\$106,969,114.55
BEAR	\$22,697,575.15	\$7,210,603.71	\$7,888,170.25	\$37,796,349.11
NEO	\$5,177,805.83	\$1,326,547.33	\$1,473,067.29	\$7,977,420.45
Total	\$90,600,415.39	\$33,196,461.93	\$28,946,006.79	\$152,742,884.11



Audit Report

Assets

Current Assets

Cash and Cash Equivalents	\$ 1,295,689
Accounts Receivable	531,078
Other Receivables	3,680
Prepaid Expenses	44,745

Total Current Assets **\$ 1,875,192**

Restricted Cash	6,178
Property and Equipment, Net	18,989

Total Assets **\$ 1,900,359**

Liabilities

Current Liabilities

Accounts Payable and Accrued Expenses	\$ 186,522
Accrued Payroll and Related Taxes	88,983
Due to Other Agencies	35,493
Deferred Revenue	161,501
Payroll Protection Program Loan Payable	209,830
U.S. SBA Economic Injury Disaster Loan Payable, Current Portion	1,526

Total Current Liabilities **\$ 683,855**

Long-Term Liabilities

U.S. SBA Economic Injury Disaster Loan Payable, Current Portion	148,474
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Total Long-Term Liabilities **\$ 148,474**

Total Liabilities **\$ 832,329**

Net Assets

Without Donor Restrictions	1,068,030
----------------------------	-----------

Total Net Assets **\$ 1,068,030**

Total Liabilities and Net Assets **\$ 1,900,359**



	Without Donor Restrictions	With Donor Restrictions	TOTAL
SUPPORT AND REVENUES			
Grants and Contracts	\$ 37,646	\$ 2,077,604	\$ 2,115,250
Membership Fees	223,750	0	223,750
Fundraising Event	35,060	0	35,060
Interest Income	2,325	0	2,325
Net Assets Released From Restrictions			
Satisfaction of Acquisition Restrictions	2,077,604	-2,077,604	0
Total Support and Revenues	\$ 2,376,385	0	\$ 2,376,385

EXPENSES

Program Services	\$ 2,085,045
Management and General	237,115
Fundraising	27,394
Total Expenses	\$ 2,349,554
Change in Net Assets	26,831
Net Assets at Beginning of Year	1,041,199
Net Assets at End of Year	\$ 1,068,030

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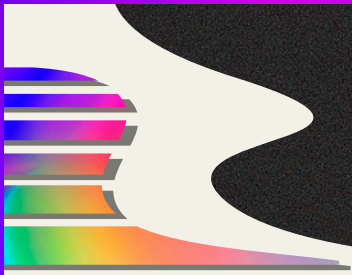
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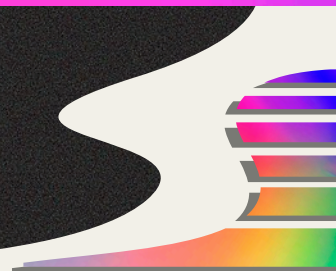
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