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2023 REALESTATE FORECAST

FRESNO COUNTY EDC





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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Thornberg**



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COUNTY EDC

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PRESIDENT & CEO

When we discussed the theme for this year's Real Estate Forecast - we knew it should reflect the challenges ahead but also acknowledge the entrepreneurial spirit of Fresno County. Stayin' Alive in a Changing Economy has been our mantra for decades. We understand adversity but always rise to the occasion. Around the State of California - Fresno County is known as a "scrapper". We always fight our way back to the top by working hard with a passion to succeed. **We never accept defeat - it's just not in our DNA.**

The Fresno County EDC epitomizes that same spirit. We have gone from barely hanging on during the recession years to our current amazing successes. This past year we were awarded numerous grants that were a culmination of that passion and determination by EDC staff to make our community a better place to live, work, and grow. Keeping our focus and fighting for what is right has served us well. To that end, we received a grant to start work on our partnership with State Center Community College to build a state of the art training center on their West Fresno campus. We have had this dream for over 10 years and it is finally coming to fruition. As we closed the circle on needed services for Fresno County - we knew that a training center was a great start but that it was just part of that dream. We needed to ensure that businesses had the

workforce needed in order to expand here and that companies around the country and around the world could be confident that Fresno County would be able to train workers to meet their needs when they located here. But - we didn't stop there. Our dream was bigger than that. We knew that in order to truly make a difference - we needed to work in collaboration with our local community partners to make training and supportive services available to our local residents who need the jobs the most. And I have to say - we exceeded every expectation. The amazing and brilliant staff at the EDC wrote and was awarded a \$23,000,000 grant to do just that - to help our businesses succeed by uplifting our entire community.

As we continue our quest to not just "**stay alive**" but to flourish and thrive in this ever changing atmosphere - we at the EDC continuously look to the future. As Charles Darwin appropriately predicted "**It is not the strongest that survives, nor the most intelligent, but the ones most responsive to change**" - and we certainly have proven that to be true.

Lee Ann Eager
EDC President & CEO



Cook Land Company is proud to have recently purchased & repurposed the vacant Costco Wholesale & Pelco Manufacturing buildings into a State-of-the-Art full service Class A Campus.

With Fresno County as its primary tenant, this beautifully landscaped Campus accommodates over 2,200 employees in 600,000 sq ft of buildings on 60 acres that sits in both Fresno & Clovis at the corner of Dakota & Peach.

Cook Land Company is a locally owned Fresno headquartered real estate development company with in-house competencies including acquisition, entitlement, financing, construction, civil engineering, and property management.





CHAIRMAN OF THE BOARD

Welcome, and thank you for being part of the Fresno County Economic Development Corporation's 2023 Real Estate Forecast. The Fresno Real Estate Market recorded a banner year in 2022. Record high prices and demand for industrial space were the lead story; the AG market saw significant transaction volume in the face of sagging Almond prices; the retail brick and mortar sector came roaring back; the office market saw increases in demand especially in medical; multifamily construction and rental rates set new highs; single family demand outpaced supply causing prices to soar; and, Investment Property CAP rates fell to as low as 3% as capital poured into real estate.

Say goodbye to 2022, and hello to 2023. Inflation, continuously rising interest rates, bank collapses, stock market drops, decreasing consumer confidence, increasing global tensions are all contributing to a general malaise. Some experts predict impending doom, while others only see ripples in the water. Soft landing or hard landing?

To help solve the puzzle, the EDC has modified the traditional format of the Real Estate Forecast to include a keynote speaker, Dr. Christopher Thornberg. Dr. Thornberg founded Beacon Economics, LLC in 2006, is the Director of the UC Riverside School of Business and Economics, and an expert in revenue forecasting, regional economics, economic

policy, labor and real estate markets. Dr. Thornberg will discuss the post-pandemic economy nationwide, in California and of course right here in Fresno County! I have had the pleasure of hearing Chris speak in the past, and he is fantastic!

After our economics lesson, you will hear "interview style" from local real estate experts in Agriculture, Industrial, Multi-Family, and Single Family. You will learn how the changing economic conditions as presented by Dr. Thornberg are affecting the real estate market locally, with "boots on the ground" insight. And, as always, stick around after the program for food, drink, and networking.

It is our absolute pleasure to bring this program to the County of Fresno every year. **We are so happy you have chosen to join us, and we know you will enjoy the show.**



Nick Audino

Nick Audino

**Chairman
EDC Board of Directors**



KEYNOTE SPEAKER

CHRISTOPHER
THORNBERG



Christopher Thornberg founded **Beacon Economics LLC** in 2006. Under his leadership the firm has become one of the most respected research organizations in California serving public and private sector clients across the United States. In 2015, Dr. Thornberg also became Director of the UC Riverside School of Business Center for Economic Forecasting and Development and an Adjunct Professor at the School. An expert in economic and revenue forecasting, regional economics, economic policy, and labor and real estate markets, Dr. Thornberg has consulted for private industry,

cities, counties, and public agencies. He became nationally known for forecasting the subprime mortgage market crash that began in 2007, and was one of the few economists on record to predict the global economic recession that followed. Dr. Thornberg holds a Ph.D in Business Economics from The Anderson School at UCLA, and a B.S. degree in Business Administration from the State University of New York at Buffalo.



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Christopher A. Brown

Fennemore Dowling Aaron Director and EDC Director
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2023

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Briandomingosjr

Brian Domingos Jr.'s interest for real estate began in his youth when he started traveling around with his grandfather to look at investment properties. That interest turned into a lifelong passion after interning at a top real estate brokerage in high school. Since earning his real estate license at the age of 21, Brian has consistently performed in the **top 5%** in sales volume for the Fresno region.

In 2009, Brian launched Premier Valley Realty with the dream of building a real estate company that always puts people first. From a bedroom in Domingos' home to a large office space in Northwest Fresno, Premier Valley Realty has grown to become a team of real estate agents with one simple goal in mind: To help people navigate the complicated process of buying and selling real estate. In 2017, Domingos started Cypress Property Management to provide full-service residential property management services to the Central Valley.

An active member of his community, Domingos serves as the current **President of the Fresno Association of Realtors**, and as **chair of the Local Candidate Political Action Recommendation Committee**. Domingos served as a Planning Commissioner for the City of Clovis (2011-2013). In 2010, Domingos was recognized as one of Fresno's **"40 under 40"** by Business Street Online.

Domingos graduated with a bachelor's degree in Communication Studies from California State University, Fresno and a master's degree in Leadership and Organizational Studies from Fresno Pacific University. During his free time, Domingos can be found with his wife and three children traveling or spending time with friends and family.



Brian Domingos Jr.

President of the Fresno Association of Realtors

Premier Valley Realty

Trends

- + Active listing inventory (houses for sale) is up 42% YoY but has started to decline in Q1 of 2023
- + Sells to list price ratio is increasing (99% in February of 2023, up from 97% in December of 2022)
- + Number of sold transaction are down 28.6% YtY

Industry Specific Stats

Average days on market - 40 1

2 Homes are selling for 99% of their list price

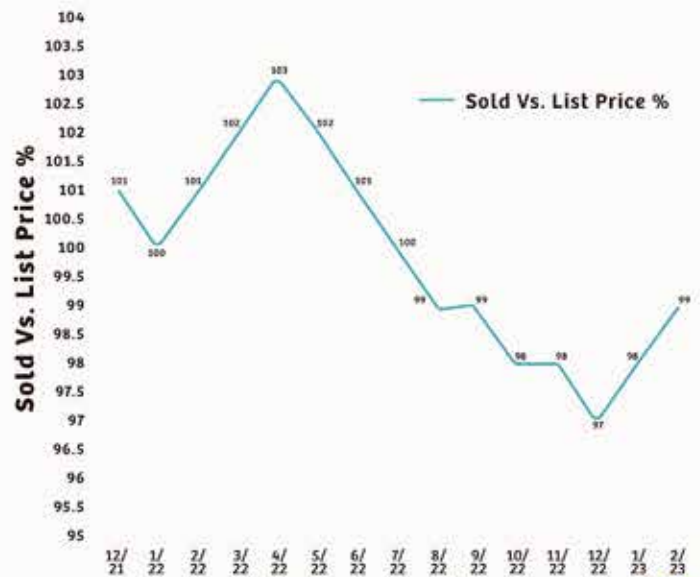
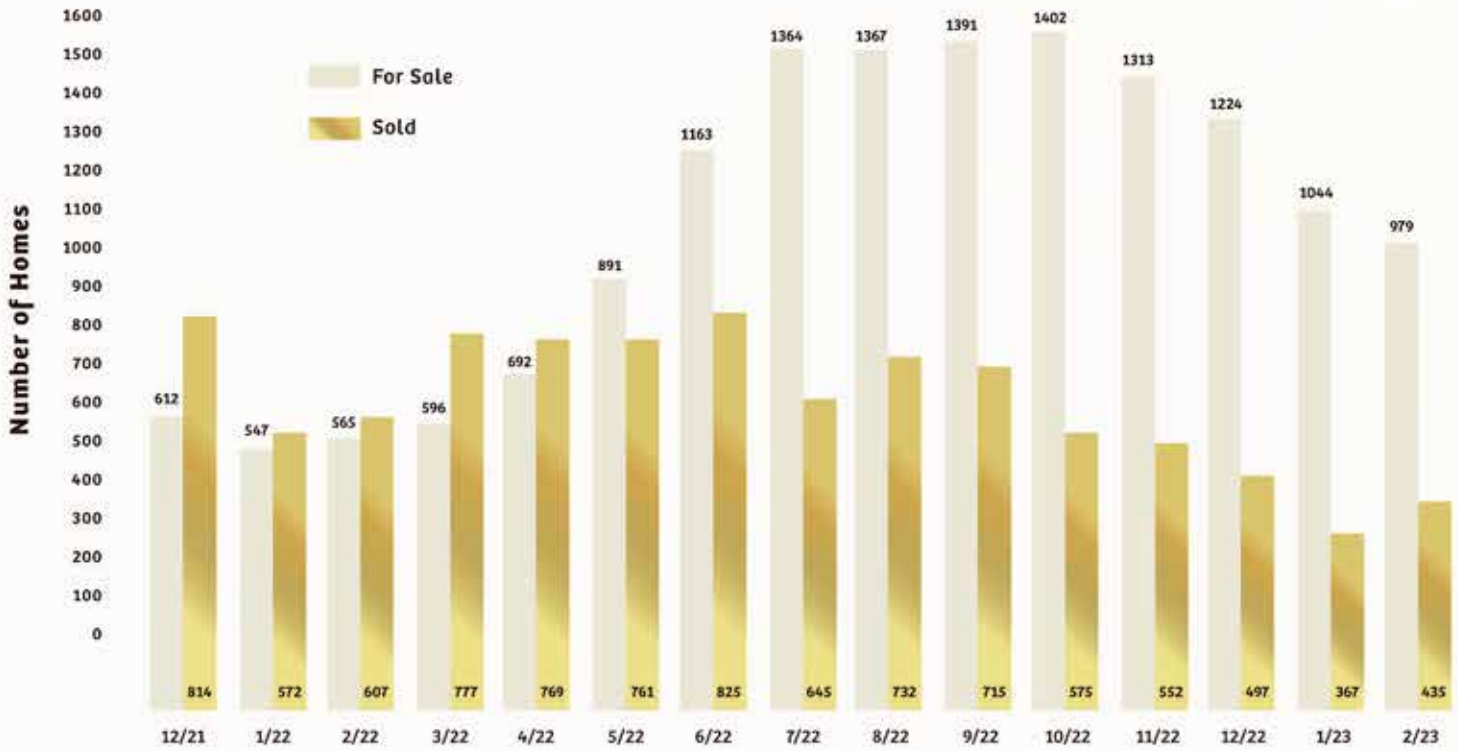
Median Fresno County sold price is \$385,000 3

4 There is currently less than 2.3 months supply of inventory

25% of listings are selling above asking price 5

6 Prices peaked in June of 2022

RESIDENTIAL



2023

FORECAST



Trends

- + With higher rates, Expect Private Capital, HNW, Family Offices to increase market share.
- + WHAT'S OUT: Rent Increases, WHAT'S IN: Controlling Expenses
- + The pullback by FNMA/FHLMC in 2022 was filled by the Regional Banks. With the SVB event, this may be a problem.
- + Expect increasing Political Headwinds from the WH to local governments

Industry Specific Stats

1. Nationally, Apt. Sales fell 64% YOY in 4Q.
2. Locally, we hit a record in 2022 with \$453M. If we back out the two largest deals, 2022 was the 3rd highest in the last 20 years.
3. Fresno was in the Top Five Markets nationally w/ the lowest vacancy rates with 2.4%.
4. Rapid Rise in Rates are keeping renters from becoming Homeowners making for a very unhappy tenant.

ROBIN KANE COMMERCIAL

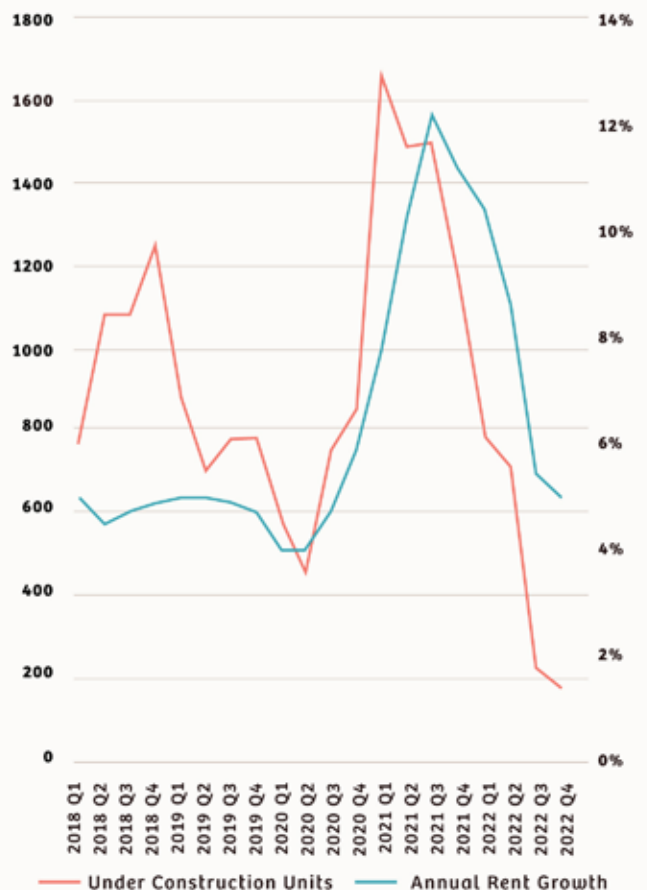
Robin C. Kane is **Senior Vice President** with The Mogharebi Group ("TMG"), a firm headquartered in Orange County, dedicated to the multifamily sector. Prior to joining TMG, Robin was Senior Director with Berkadia Real Estate Advisors, a national sales and lending firm. Since 2020, he has participated in closing **over 80 sales** exceeding \$525,000,000. In addition, he has closed close to \$200 Million in Office and Retail for several HNW clients and Family Offices.



Robin Kane
Senior Vice President
The Mogharebi Group

2018-2022

Construction Starts/Annual Rent Growth

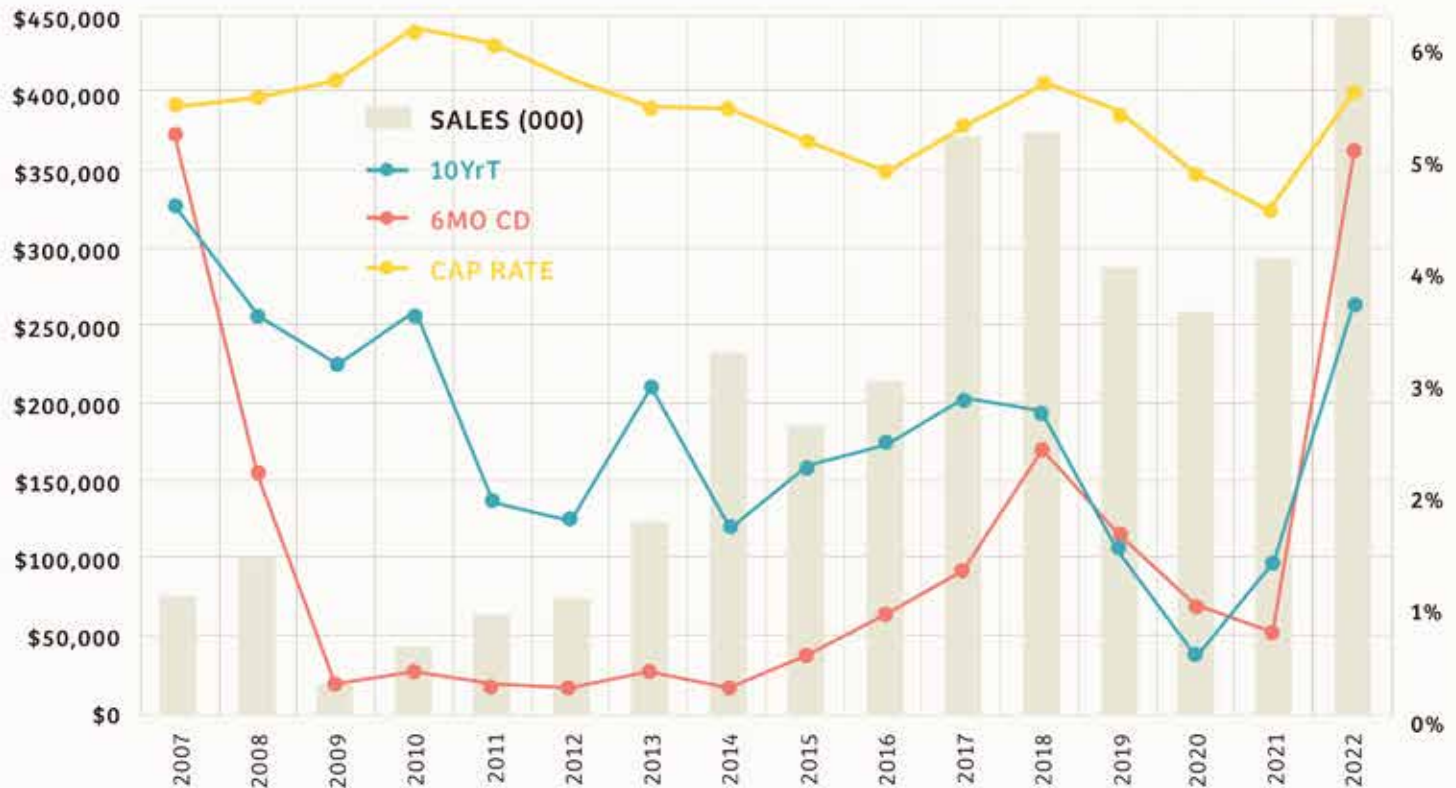


MULTI-FAMILY



FRESNO MSA APARTMENT SALES 2007-2022

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**MF Cap Rates
Vs.
10 Year T Bill -
Yield Spread**





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2023

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Buk-wagner-1a42b23b

Buk Wagner, Senior Vice President and Principal with Colliers International, specializes in Industrial Properties and has extensive knowledge of the central California market having sold/leased more than 20 million square feet of commercial property. With **over 24 years** in the business, Mr. Wagner draws from his diverse background in development, investment sales, property dispositions, project marketing, leasing, and strategic planning. To best meet the needs of clients, Mr. Wagner is actively involved in assisting Central California's business professionals in accessing the services and resources of Colliers' unrivaled global platform. Additionally, to expand his network he has been an active member of Society of Industrial and Office Realtors which is one of the most sought-after designations in the commercial real estate industry. Mr. Wagner is currently on the **Board of Directors** for the Fresno County Economic Development Corporation and Colliers International.

Born and raised in Fresno, Mr. Wagner is a dedicated father to his son Ryder (14 years old). Mr. Wagner is also a very active outdoorsman and loves spending as much time as possible doing activities such as camping, fly fishing, hunting, racing his side by side, and traveling with his family. Mr. Wagner attended Fresno State and graduated in 2000 with a Bachelor of Science in Business Finance with an emphasis in Real Estate and Urban Land Economics.



Buk Wagner

Senior Vice President and Principal
Colliers International

Trends

- + Historically low vacancy rate +/-1%
- + Market velocity declines in 2023
- + Lease rates and property values hold due to lack of supply

Industry Specific Stats

What do industrial jobs in South Fresno pay?

The average industrial wage is \$23.80/hr. compared to \$20.20/hr. for retail businesses.

1

2

How many people are employed in industrial jobs in South Fresno? 20,357 people are employed in South Fresno industrial sector vs. 8,481 in the retail sector.

3

How much does the industrial sector contribute to the Fresno County economy? \$11.8 billion comprised of Property Income, Tax Revenue, and earnings. Retail is \$3.7 billion.

4

Recent studies shows 85% of potential tenants looking in the Central Valley would prefer to be in Fresno.

5

12 month industrial rental rates for bldgs. less than 20,000 SF have increased 26%, and 31% for bldgs. larger than 20,000 SF.

INDUSTRIAL



Area - Fresno Metro

	BASE 2022	VACANT (SF)	VACANCY RATE
Northwest	10,535,398	242,971	2.30%
Northeast	14,532,200	21,656	0.15%
Downtown	3,147,220	121,360	3.86%
Southwest	4,866,571	214,500	4.41%
Southeast	30,535,232	557,638	1.83%
S. Fresno-Hwy 99 Corridor	7,786,062	56,720	0.73%
TOTAL	71,402,683	1,214,845	1.69%



The industrial market has performed extremely well over the past several years, and largely accelerated during 2020, 2021, and 2022 when the COVID pandemic was creating speed bumps for other sectors of real estate. Although we have recently seen market velocity slow, local vacancy rates and inventory of properties for sale and lease remains low. This lack of inventory coupled with strong demand continues to support escalated rents and sales prices. It is unclear if the market has peaked given inflationary concerns and rising interest rates along with global conflict, but at present it remains historically high.

Competing Markets

	Under Construction
Fresno	124,000
Madera/Chowchilla	780,000
Visalia/Tulare	671,000
Bakersfield/Shafter	1,676,000
Reno	6,600,000
Northern Central Valley	7,000,000
Inland Empire	37,800,000
Phoenix	40,900,000
Dallas	83,600,000

According to California Construction Cost Index (CCCI) prices have increased 32.18% since January 2020 (COVID)

Date	Index	% Increase
Beg 2020	6995	100.00%
Mid 2020	7041	100.66%
Beg 2021	7090	101.36%
Mid 2021	7746	110.74%
Beg 2022	8151	116.53%
Mid 2022	8925	127.59%
Beg 2023	9246	132.18%



2023

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Sullivan-Grosz-0664589b

Sullivan Grosz is a Bulldog fan with a Mustang heart. He grew up in western Fresno, graduated from San Joaquin Memorial, earned All-American honors for football at Cal Poly, and had a split-second career with the Houston Texans. Sullivan started working at **Pearson Realty** in 2016 and was promoted to **President of the Ag Division** in January 2021, where his player-coach style of management allows him to mentor, train, and assist the 23 farm specialists while continuing to help clients buy and sell agricultural land. He is a graduate of the Almond Board of California's Leadership program and is involved in many other community groups such as Madera Sunrise Rotary and Young Farms & Ranchers. Helping his wife, Erin, parent their two boys, Granger (3 years old) and Emmett (19 months old) is his most rewarding challenge these days. If it were up to Sullivan, he and the boys would live outside, hunt for their dinner, and race dirt bikes around their farm every day. Having Erin as a Pediatric Nurse Practitioner is a major asset, those boys (including Sullivan) are a handful.



Sullivan Grosz
President of the Ag Division
Pearson Realty

Trends

- + Rising interest rates and low commodity prices have been lowering land values overall.
- + "High Risk" water regions expected to receive slight increase in demand due to wet/snowfilled winter and lower purchase price per acre
- + Activity expected to stay strong for investors given low returns on commercial real estate and volatility in stocks, crypto, technology, and global/USA economy

April Crop Price Update

Commodity	Growers Feelings on Pricing
1 Almonds	Slight uptick in pricing due to bloom damage but still low
2 Grapes	Depending on variety & type prices are break even up to slightly profitable
3 Pistachios	Prices are stable and good with more young acreage coming into production each year
4 Poultry <i>"meat"</i>	Mostly contract pricing with large poultry companies.
5a Milk <i>"Fluid & Powder"</i>	Prices are currently down compared to last year.
5b Milk <i>"Cheese"</i>	Prices are still well enough but volatile.
6 Tomatoes	Prices are high for good quality and tonnage
7 Beef	Prices are up and feed prices are expected to be lower this year
8 Garlic	Price are good for dehydrated and fresh
9 Citrus	Depending on variety, size, and type, prices are below average or average
10 Treefruit	Too early for market pricing
11 Walnuts	Prices are really low with no clear expectation of increases in the short term

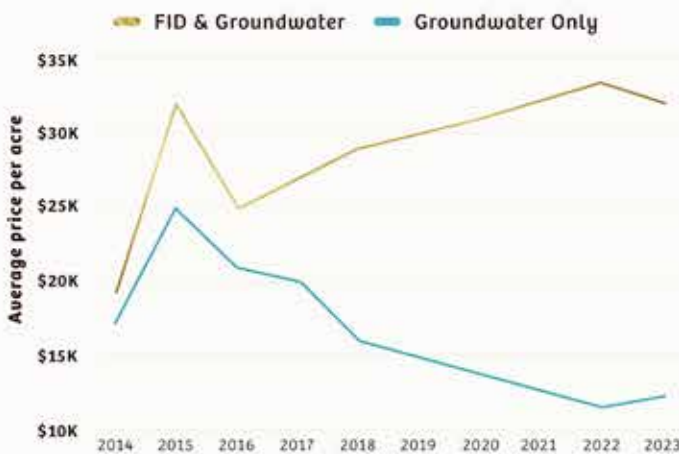
**Disclaimer: this is my opinion based on expert feedback at this exact time of year. Please keep in mind if you ask a local flumbe farmer this would likely be the range of response regardless of what they farm this year!*

AGRICULTURE



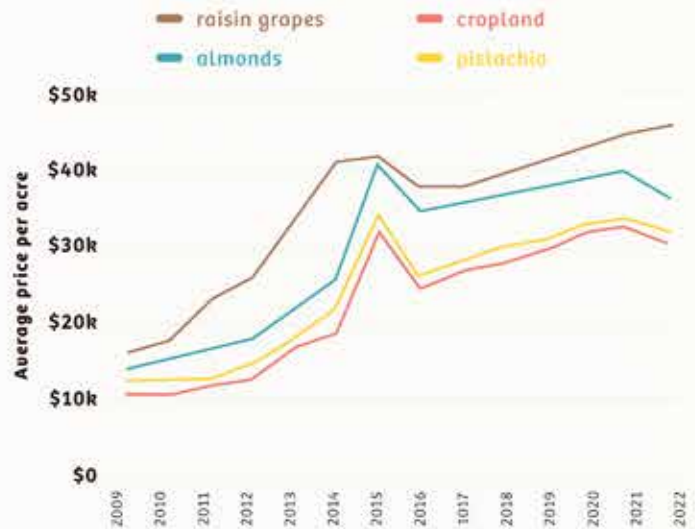
Fresno Irrigation District vs. Groundwater ONLY

Good soils and open land



Farm Land Values

average price with good soil, water and crop production history



From drought conditions to 50+ year flooding & record snowpack

Positives:

- + Water costs & availability improves significantly; Flood water turns into groundwater recharge opportunities
- + Slows momentum & spotlight of Sustainable Groundwater Management Act (SGMA)
- + Leaches salts and improves soil health
- + Full reservoir
- + Improves overall farmable and grazable acreage

Challenges:

- + Hail, heavy rain, standing water, & cold temperatures can really hurt some permanent crops especially blooming almonds
- + Dairies are flooding in Tulare & Kings County
- + Excess moisture encourages fungus and mildew pressure
- + Water wasted out to the ocean
- + Delayed planting of row crops

Fresno County's Top 5 Crops 2021

1	Almonds		\$1.44 Billion	2020 Rank #1
2	Grapes		\$1.35 Billion	2020 Rank #2
3	Pistachios		\$722 Million	2020 Rank #3
4	Poultry		\$538 Million	2020 Rank #4
5	Milk		\$485 Million	2020 Rank #5

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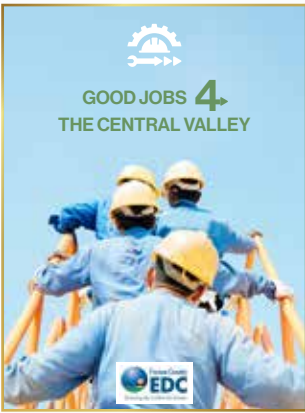
Update

In the Summer of 2022, Fresno County EDC was awarded **\$23 million** for workforce training through the Good Jobs Challenge from the Economic Development Administration of the U.S. Department of Commerce. Over the last few months, more than 20 partnering organizations have developed program design plans with the goal of placing 2,500 or more people into high-quality careers in the four-county region of Fresno, Kings, Madera, and Tulare Counties.

In December 2022, Fresno County EDC participated in the first convention of Good Jobs awardees – attended by 32 organizations in Washington, DC, with people traveling from as far as Alaska, Puerto Rico, and of course, California. The project partners for this award will be able to leverage additional funds from subsequent grant submissions in 2023 to bring more resources to the region.

Direct training and job placement services will begin in Spring 2023 and continue for at least three years. Current training providers partnering in this project will be able to scale their services and/or add new training programs, providing more opportunities for people to develop new skills. Additionally, agile new training programs – many of them short term or part-time – will be made available to job seekers and employees in our region to further increase their skills and deliver productivity gains to their employers.





The Workforce Development Board of Madera County will lead the training programs and job placement efforts in the Transportation/Distribution sector. In the Manufacturing sector, the San Joaquin Valley Manufacturing Alliance will be responsible for these programs with technical assistance provided by The Manufacturing Institute. As for Construction, the Fresno Regional Workforce Development Board will be the lead agency with program partners including Fresno Economic Opportunities Commission and

the Fresno Madera Kings and Tulare Counties Building Trades Council. The lead organization in the Business Services sector will be the Fresno-Madera K-16 Collaborative, with support from Valley Center for the Blind and State Center Community College District. Multiple earn-and-learn opportunities will also be provided from partners such as Career Nexus, Neighborhood Industries, and Hope Now for Youth among others.

Fresno County EDC and the aforementioned project partners have now engaged more than 20 community-based organizations in the application and program design phases of this grant. The goal of these partnerships is to continue reaching out to community and place-based leaders to leverage their networks and services for this project.

Employers in the Business Services, Construction, Manufacturing, and Transportation/Logistics sectors will directly benefit from this opportunity. The grant application submitted a little over one year ago included more than 50 employer partners who provided 900 hiring commitments.



*If you are an employer and are interested in learning more about training programs, would like to recommend a training provider, and/or would like to discuss skills needed in your industry, **please use the QR code on this page to reach out to EDC.***

BUSINESS PROFILES

Small Businesses are important to the EDC!

La Torta – Fresno CA



La Torta is not your average restaurant. Founded by Elsa Noris in 2000, this authentic Mexican food establishment is known for its exceptional customer service and delicious cuisine. Elsa's journey started in 1991 in Los Angeles, California with a taco truck. In 1991, after facing stiff competition in Los Angeles, Elsa made the journey to Fresno for a fresh start. La Torta has come a long way since then, and today, it is a thriving restaurant in the heart of the city.

La Torta is all about **great food, great service, and team spirit**. Elsa has built a company culture where every employee is treated like family, including the cook, Martin Mora, who has been with her since day 1. With her focus on teamwork and her dedication to her employees, Elsa has built a loyal customer base over the

years, enabling her to survive the 2008 recession and the pandemic. When the pandemic hit, La Torta had to close for a month and a half, but Elsa remained optimistic and worked hard to reopen the restaurant.

La Torta is located in the **Galleria Civic Center Square** and has grown from 4 to 8 employees since its opening. Elsa is grateful for the support of her regular customers and loves coming to work every day. While achieving her business dream, she has also raised a son who went on to graduate from Columbia University. She hopes and plans to continue serving the community for the next 20 years. If you're in Fresno, La Torta is a **must-visit destination** for anyone who appreciates great food, excellent service, and a welcoming atmosphere.

Rocky Mountain Chocolate Factory – Fresno CA

LaTricia Adkins is a Kansas City, Missouri native who graduated from Missouri Western State University in 2013 with a degree in business management. Following her formal education, she participated in a six-month business plan project to open a store in Tustin California, where she received second place. This achievement granted her the opportunity to relocate to Fresno, California, where she assumed ownership of Rocky Mountain Chocolate Factory, located in the **Fashion Fair Mall**. LaTricia was thrilled to embark on this new chapter of her professional journey, bringing excitement, anxiety, and a strong drive to succeed to her new business endeavor.

Under LaTricia's leadership, Rocky Mountain Chocolate Factory expanded in 2018 to include a second location at **River Park** in Fresno, and a third location in **Tulare**, California in 2021. Her diligent efforts have enabled her to build a team of over 30 employees, whom she takes great pleasure in getting to know personally. LaTricia has remained committed to supporting her employees, especially during slower periods. Rocky Mountain has participated in the **New Employment Opportunities (NEO) program for over five years**. This initiative has been instrumental in helping her retain her workforce during the summer, which is typically a slow period due

to the region's hot climate. Notably, Rocky Mountain Chocolate Factory has 4 current employees who were hired through the NEO Program and are now permanent employees, one of whom has been with LaTricia for almost 5 years now.

Rocky Mountain Chocolate Factory in Fresno, California offers a **wide variety of chocolate treats**, including chocolate-covered strawberries, fudge, and truffles. In addition to their chocolate treats, they also offer gourmet caramel apples, caramel coated popcorn, and other sweet treats. Their products are made fresh daily inhouse. Looking to the future, LaTricia plans to continue growing her business throughout the Central Valley of California while nurturing her employees through ongoing training and support.



✦ Economic Profile ✦

Top 5 Projected Growth Occupation Groups Fresno County (2023-2028)

#	SOC CODE	OCCUPATION GROUP TITLE	Total Employment Growth	Percentage Change in Employment	Aug. Annual Earnings
1	31	Healthcare Support Occupations	7,077	19.5%	\$32,875
2	53	Transportation and Material Moving Occupations	4,657	9.9%	\$42,179
3	35	Food Preparation and Serving Related Occupations	4,072	12.6%	\$33,064
4	25	Educational Instruction and Library Occupations	2,927	8.9%	\$66,949
5	29	Healthcare Practitioners and Technical Occupations	2,835	12.0%	\$112,614

Top 5 Projected Growth Industry Groups Fresno County (2023-2028)

#	NAICS CODE	INDUSTRY GROUP DESCRIPTION	Total Employment Growth	Percentage Change in Employment	Aug. Annual Earnings
1	6241	Individual and Family Services	6,819	25.4%	\$27,760
2	7225	Restaurants and Other Eating Places	3,797	12.9%	\$27,790
3	9036	Education and Hospitals (Local Government)	2,830	8.2%	\$85,971
4	6221	General Medical and Surgical Hospitals	1,574	10.7%	\$100,675
5	4841	General Freight Trucking	1,524	18.4%	\$68,374

Source: Lightcast Modeling of Government Data, February 2023

BUSINESS Incentives

Hiring Incentives:

New Employment Opportunities (NEO) Program:

- ✦ Wage reimbursement available to qualified employers hiring qualifying Fresno County residents.
- ✦ Weeks 1 – 13 of employment: 100% Reimbursement
- ✦ Weeks 14-26 of employment: 75% Reimbursement

Extensions available for up to a full year of partial reimbursement.

New Employment Credit (NEC):

California income tax credit available to qualified employers located within a Designated Geographic Area (DGA), hiring qualifying employees.

Credit is 35% of wages paid between 150% and 350% of California minimum wage.

Work Opportunity Tax Credit (WOTC):

Federal tax credit available for hiring qualifying individuals from certain target groups. Maximum tax credit ranges from \$1,200 to \$9,600 per qualifying hire.

Employment Training Panel (ETP):

State reimbursement program for costs of customized training of new or existing employees. Upgrade employee skills by creating customized training programs.

Local Incentives:

PG&E Economic Development Rate:

Available throughout Fresno County, the program is designed for businesses considering locating within California and have out-of-state options, local businesses that are considering relocating to other states, or businesses at risk of closing their existing operations entirely.

- ✦ Qualifying businesses in Fresno County may receive up to a 12% Enhanced Rate reduction on their monthly electricity costs

Each of the cities in Fresno County have individualized local incentives.

Please see each individual city page for city incentives.

State Incentives:

California Competes Tax Credit:

California income tax credit negotiated between the state and businesses that want to grow or relocate in California. Credit amount depends on several factors, including, but not limited to job creation, economic impact, and amount of investment in California by business.

- ✦ Fresno County businesses have been awarded over \$30 million in state tax credits from 2017 through 2023

Manufacturing Equipment Sales & Use Tax Exemption:

Partial sales and use tax exemption that applies to the sale, purchase, and lease of qualified tangible personal property.

- ✦ Eliminates 3.94% of California sales tax portion; local taxes still apply
- ✦ Immediate benefit – exemption taken at time of purchase

CAEATFA Sales & Use Tax Exemption:

A FULL California sales and use exemption program administered by the California Alternative Energy & Advanced Transportation Financing Authority (CAEATFA) available to projects in qualifying manufacturing industries. Qualifying projects include:

- ✦ Advanced Manufacturing
- ✦ Manufacturing of alternative source products
- ✦ Manufacturing of advanced transportation products

Recycling Market Development Zone (RMDZ):

Incentive available to businesses throughout Fresno County that use recycled or recovered materials as raw materials in their manufacturing processes or reduce the creation of solid waste. Benefits include:

- ✦ Low interest micro-loan program (up to \$2 million)
- ✦ Development and permitting assistance
- ✦ Waiver or reduction of development/permit fees

Research and Development (R&D) Credit:

Available at the State and Federal level, the R&D Credit provides a tax credit to on a portion of expenses incurred by businesses for qualified research.

Federal Incentives:

Opportunity Zones:

Available at the Federal level originating from the Tax Cuts and Jobs Act of 2017. Opportunity Zones are designed to incentivize capital investments in low-income communities nationwide.

- ✦ A temporary deferral of inclusion in taxable income for capital gains reinvested into an Opportunity Fund
- ✦ Long term investment; the basis is increased by 10% if the investment in the Opportunity Fund is held by the taxpayer for at least 5 years and by additional 5% if held for at least 7 years, thereby excluding up to 15% of the original gain from taxation
- ✦ Permanent Exclusion of taxable income from sale or exchange of an investment inside an Opportunity Zone for investments held up to at least 10 years

Foreign Trade Zone (FTZ):

Fresno County is part of FTZ No.226. The FTZ Program is a federal program used to encourage value added activity at U.S facilities in competition with foreign alternatives by allowing delayed or reduced duty payments on foreign merchandise, as well as other savings.

- ✦ Duty exemption
- ✦ Duty deferral
- ✦ Logistical benefits
- ✦ Ad valorem tax exemption

HUBZone (Historically Underutilized Business Zone):

Federal program that helps small businesses in designated cities gain preferential access to federal procurement opportunities.

New Market Tax Credits (NMTC):

The New Market Tax Credit is a federal financing program created to spur new or increased commercial or industrial investments in economically distressed areas. Business can receive capital to fund projects, business expansion, or debt refinancing. Investment decisions are made at the community level, and typically 94% to 96% of NMTC investments into businesses involve more favorable terms and conditions than the market typically offers.

- ✦ Project must have a community benefit (i.e., job creations of skilled workforce or employ those from under-served communities)
- ✦ Terms can include lower interest rates, flexible provisions such as subordinated debt, lower origination fees, higher loan-to-values, lower debt coverage ratios and longer maturities





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Market Executive
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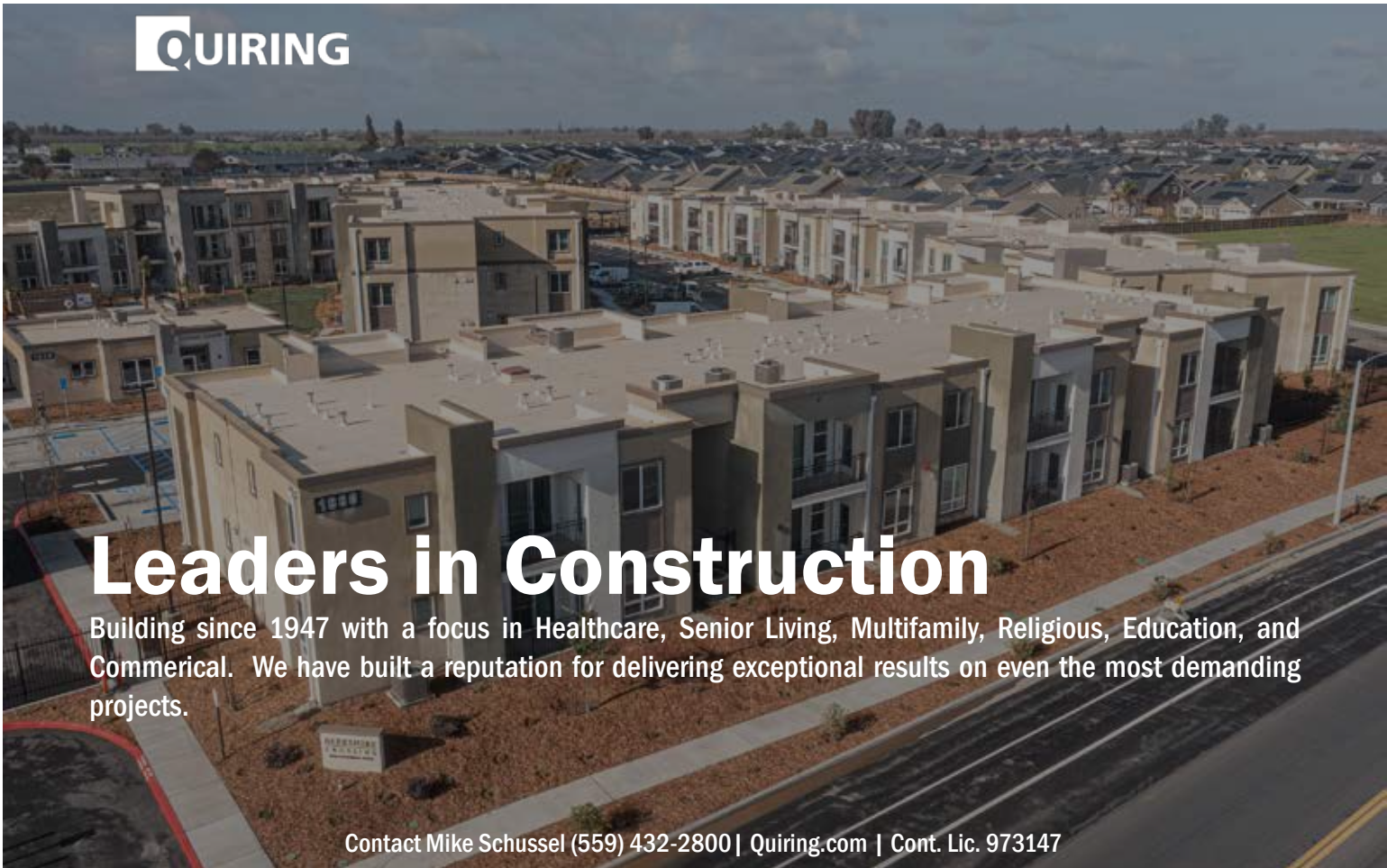


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NEW EMPLOYMENT OPPORTUNITIES (NEO-ESE) EXPANDED SUBSIDIZED EMPLOYMENT PROGRAM

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*



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 559-233-2568, email bear@fresnoedc.com

Funded by the County of Fresno



OPEN FOR BUSINESS

The County of Fresno

Department of Public Works and Planning: Development Services and Capital Projects Division



Fresno County's Rapid Response Program

To participate in this program, participation must be pre-approved, specifically:

- ✦ Construction of a new business or expansion of an existing business must result in the creation of at least 20 new full-time jobs
- ✦ The job creation identified must be realized within two years after building occupancy is granted

Other services offered:

- ✦ Expedited building plan review (upon request)
- ✦ Electronic building plan submittal – available through the County's portal which can be found at: <https://www.co.fresno.ca.us/departments/public-works-and-planning/citizens-portal>
- ✦ Expedited land use application processing (upon request – based upon staff availability)
- ✦ Concurrent processing of land use permits and building plan review
- ✦ Expedited grading plan review (upon request)

County of Fresno + 2220 Tulare St, Fresno, CA 93721

William M Kettler + Manager

Development Services and Capital Projects Division + 559.600.4233

DOWN TOWN FRESNO

STATE OF DOWNTOWN

APRIL 21, 2023 @ WARNORS THEATRE /
RECEPTION @ 5:30p

20
23

Bites, cocktails, local craft beer and an address from our newly appointed Downtown Fresno Partnership CEO **Elliott Balch** outlining our vision for Downtown Fresno and the year ahead

TICKETS & INFO



DOWNTOWNFRESNO.ORG

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Future Development in the Sierra Gateway District

Dry Creek Industrial Park

Minnewawa & Herndon Avenues, near Freeway 168 ✦ This prime location for industrial developments has a wide range of lot configurations which are perfectly located for businesses needing easy access to main thoroughfares.

Clovis Research & Technology Park

Temperance & Alluvial Avenues, near Freeway 168 ✦ This park is home to the California Health Sciences University's (CHSU) post graduate medical school campus. It is uniquely positioned to serve the medical industry, professional services, and advanced manufacturing businesses.

Old Town Clovis

A Hub of Central Valley Culture

Old Town Clovis bustles with new contemporary shops, eateries and professional offices, nestled alongside century old, preserved historic buildings. Along with being designated as a growth area, Old Town hosts **more than 75 events annually**, making Clovis a unique destination for entertainment. Continuing efforts by business and community leaders to preserve the small town character and authenticity of the beloved town center are paying dividends in the form of increased vehicle and foot traffic.

In 2023, **Landmark Square** will open to the public. The multi-million dollar project features a new Senior Activity Center and Transit Hub, as well as plans for a future library, and reinforces Old Town's position as the heart and soul of Clovis for residents, businesses, and visitors.

The City of Clovis is a forward-looking community with a **population over 124,000**, a more than 50% increase since 2000. It is the third fastest growing city with a population over 100,000 in California. Its thoughtful development has created a welcoming and beneficial environment for new and established businesses.



Industry Advantage

Healthcare

The healthcare industry continues to thrive in Clovis. The high demand for healthcare and a considerable amount of providers, such as Clovis Community Medical Center, Central Valley Indian Health, and Kaiser Permanente makes the Sierra Gateway District the preferred location for health and medical-related businesses. Education through CHSU, CSU Fresno, and Clovis Community College ensures that an appropriately trained workforce is readily available.

Research & Technology

Developing a site for compatible businesses to foster growth and facilitate the transfer of knowledge is the primary motivation behind the Clovis Research & Technology Park (Clovis R&T Park).

This area is already home to several technology-based companies, such as Precision Plastics, Cisco, and APPL Labs, a micro-business incubator. The Clovis R&T Park will continue to attract additional technology-based companies.

Retail

New retail opportunities, adjacent to freeway access, and main transportation channels, will support the growth of community and industry in the northeast metro area.

Businesses locating here to Clovis will be able to take advantage of the new residential developments in both Clovis and Fresno.



City of COALINGA

Good Quality of Life, Low Crime Rate, & Quality Housing



Nestled in the Pleasant Valley, 10 miles west of Interstate 5 and 60 miles southwest of Fresno, lies Coalinga, known as **"The Sunnyside of the Valley"**. Coalinga is the retail hub for surrounding towns with a trade area population of over 40,000.

Our innovative spirit was highlighted in 2016 when the City of Coalinga was the first city in Fresno County to pass an Ordinance allowing commercial cannabis cultivation, manufacturing, and distribution.

We pride ourselves on being the **"most business-friendly city in California."** We showcased this when, during the COVID Pandemic, we were one of only two California Cities to declare all businesses as essential when the State ordered specific sectors to close. Our willingness to consider any incentive proposals to bring in new businesses, our streamlined planning and permitting processes, our extended City Hall hours, superior customer service, stable and supportive Administration and City Council, pro-growth mindset, same day utility service activation, low natural gas rates controlled by the City, and many City-hosted community and business events put us at a great advantage in attracting new businesses to the area.

City Infrastructure:

- ✦ 12 million gallons per day surface water treatment plant
- ✦ 16 million gallons of water storage capacity
- ✦ Class 3 ISO Rating
- ✦ 2 million gallon per day wastewater capacity and poised for future growth
- ✦ City-owned and operated natural gas utility

Business Tax Incentive Programs:

- ✦ Rural City Revolving Loan Fund
- ✦ New Employment Credit
- ✦ California Competes Credit
- ✦ Manufacturing Equipment Sales/Use Tax Exemption
- ✦ Research & Development Tax Credit
- ✦ New Market Tax Credit
- ✦ Recycling Market Development Zone
- ✦ Coalinga Revolving Loan Fund
- ✦ Waived Business License Fee for Eligible Businesses



West Hills College District:

Based in Coalinga, West Hills College serves a post-secondary student population of nearly 9,000 and is home to West Hills' Farm of the Future, an innovative facility and farm to expand agriculture and industrial science programs. West Hills College is among a select group of valley colleges to be awarded a California Careers Pathway Trust grant designed to blend academic and career technical education into a new program to prepare California students for college and careers in the 21st century.

grow.coalinga.com

[#themostbusinessfriendlycityincalifornia](https://twitter.com/themostbusinessfriendlycityincalifornia)
[#thesunnysideofthevalley](https://twitter.com/thesunnysideofthevalley)

City of Coalinga + 155 W Durian, Coalinga CA 93210

Marissa Trejo + City Manager + 559.935.1533 + mtrejo@coalinga.com

One of the Oldest Historical Towns on the Westside

Firebaugh, located approximately 43 miles west of the City of Fresno and 17 miles east of Interstate 5, is the main north-south link between San Francisco and Los Angeles. With a city-owned and operated airport providing an additional mode of transportation, Firebaugh is a great Central Valley option for prospective residents and businesses.

Additionally, prospective businesses can take advantage of numerous hiring and development incentives when establishing their facilities within the city. Affordable housing, excellent schools, a mild climate, varied recreational activities, and a strong sense of community make Firebaugh a great place to live. Come see what Firebaugh has to offer and be a part its transformation.

Established Businesses:

- ✦ TomaTek: One of the Valley’s biggest tomato processing plants
- ✦ Red Rooster: A ripening, cold storage, and shipping facility for agriculturally based products
- ✦ Wonderful Orchards: The world’s largest grower of almonds, pistachios, and pomegranates
- ✦ Horizon Nut: Pistachio grower and manufacturer group which accounts for up to 70% of California’s pistachios
- ✦ Olam International: A global market leader in spices and vegetable ingredients processing

Development Opportunities:

- ✦ 800 acres of available industrial land
- ✦ 50 acres of available commercial land
- ✦ New development projects; possible qualification for a reduction in city development impact fees
- ✦ HUBZone (Historically Underutilized Business Zone)
- ✦ Waived Business License Fee for Eligible Businesses

Residential Growth:

- ✦ Two new housing developments, a total of 210 new homes, were completed by Graystone Estates and Cen Cal Builders.
- ✦ A 58-unit apartment complex is currently being built by Cen Cal Builders



Infrastructure Growth:

- ✦ 5 million dollars in grants to improve infrastructure; for example, streets, water lines, and a new sewer plant
- ✦ New police station
- ✦ New fire station
- ✦ New VFW Hall
- ✦ Construction on Firebaugh Center, a 41,263 square foot West Hills Community College Expansion, was completed.
- ✦ New Fresno County Library

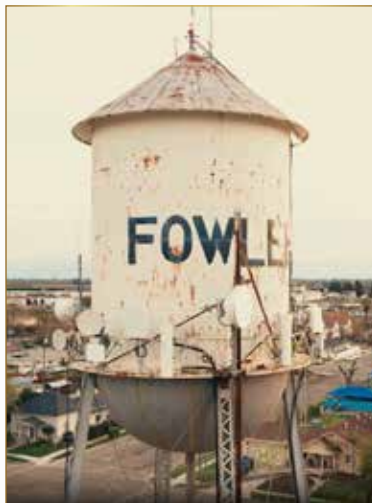




City of FOWLER

PRIME LOCATION

The City of Fowler is committed to attracting new businesses and retaining and growing existing businesses, while maintaining its **small-town charm**, through smart growth. Fowler has abundant commercial and industrial land, as well as reliable utilities and water supply infrastructure. It also has multiple highway and rail access points, is centrally located on the Golden State Avenue Corridor, and is the gateway via Manning Avenue to many east county communities.



Recent Development Milestones:

- ✦ Bee Sweet Citrus: 200,000 square foot processing expansion
- ✦ Residential Subdivisions: 300+ new single-family dwelling units entitled or under construction
- ✦ Grants: New domestic water well, Main Street bikeway, Bikes & Trails Master Plan, and others totaling over \$7 million since 2020
- ✦ David T. Cardenas Senior Center and Police Headquarters: Architectural design underway
- ✦ Downtown streetscape conceptual design, bike and trail master plan, Main Street bikeway, and Golden State Boulevard reconstruction are all underway

Available for Development:

- ✦ Downtown Development: a 0.85-acre, mixed-use development with retail, dining, and housing
- ✦ Buford Oil Company Travel Center: 19-acre parcel near Highway 99 and Manning Ave with a fueling station, convenience store, truck services, 120-room hotel, and various retail buildings available
- ✦ Highway 99 frontages
- ✦ Commercial/Medical Plaza
- ✦ Downtown retail storefronts and parcels
- ✦ Numerous commercial and industrial parcels ranging in size from under an acre to over thirteen acres

Why Choose Fowler?

- ✦ Concierge-style development process
- ✦ Convenient access to Highway 99 and Union Pacific Rail
- ✦ An expanding skilled workforce population
- ✦ Proximity to existing industrial uses in other cities
- ✦ Local hiring incentives, and various specialty zone designations, including Recycling Market Development Zone, Foreign Trade Zone, and Qualified Federal Opportunity Zone
- ✦ 2040 General Plan and EIR adoption scheduled for spring 2023
- ✦ Safe, close-knit community with low-density residential developments



City of Fowler + 128 South 5th Street, Fowler, CA 93625

Thomas W. Gaffery IV + Community and Economic Development Director + 559.834.3113 x103 + tgaffery@ci.fowler.ca.us

Big things are happening in the City of Fresno!



As the **fifth-largest city in California** and the 32nd largest city in the United States, Fresno serves as the financial, industrial, trade and commercial capital of the central San Joaquin Valley.

Under the leadership of Mayor Jerry Dyer, who took office in 2021, the City is driven by a vision of an inclusive, prosperous and beautiful Fresno where people take pride in their neighborhoods and community. The Mayor is cultivating a culture of service where government listens, keeps its promises, and is owned by its residents. **“We Work for You!”** The City of Fresno’s Economic Development team can help with your business growth needs, including entitlement assistance, permitting, site selection, incentives, and workforce. **We’re rolling out the red carpet, not the red tape!**

With an unemployment rate of 5% in November 2022, the City continues to bounce back from the pandemic-created recession. In 2022 alone, the City of Fresno saw more than 3,200 new businesses put down roots in Fresno. Many of these businesses represent individuals who may have lost jobs as a result of the pandemic or decided for other reasons that the time was right for them to follow their dreams as business owners. Additionally, several businesses have moved to Fresno from Southern California, the Bay Area, or other more expensive areas of California.



Downtown Growth

Fresno is making great strides toward a vibrant downtown! New affordable and market-rate housing is emerging, including units at the Mural Lofts, Hotel Fresno, the JC Penney Building, the Helm Building, and the Villages at Broadway, with amenities such as coffee shops, restaurants, medical offices, and retail to support it.

In August, a groundbreaking was held for a Courtyard by Marriott which will be built at the corner of Inyo and M Streets next to the Exhibit Hall. The project, which should be complete by the end of 2024, will include 144 rooms along with meeting space, a swimming pool, a fitness center, and bistro lounge.

Airport Upgrades

Fresno Yosemite International Airport (FAT) is on pace to achieve over two million passengers traveling through the Airport in 2022, a milestone year for passenger volume at FAT. FAT currently ranks as the 18th fastest-growing airport hub among 78 other small hubs in the U.S. with overall seat capacity growth of 12.4% in 2022 over 2019 numbers. As increased passenger activity continues to flow through FAT, TSA (Transportation Security Administration) has added another security screening lane for faster processing and an improved passenger experience.

To accommodate current and future growth trends, the Airport has embarked on a major expansion program with a completed four-level parking garage and future construction on a new terminal with additional boarding gates, a new concessions program with added shops and restaurants and a larger international arrivals area.

Blackstone Bus Rapid Transit Growth

The Link @ Blackstone offers a vibrant new mixed-use development at Blackstone and McKinley that includes 88 affordable one, two, and three-bedroom housing units along with a medical clinic, a senior center and additional commercial space. This project, located in close proximity to Fresno City College, public transit, and major employment centers, serves as a shining example of what smart growth and collaboration can accomplish and will hopefully be a catalyst for further development along the Blackstone corridor.



City of KERMAN

Location, Population, and Cooperation!

Located just 16 miles west of Fresno in the heart of California's San Joaquin Valley, Kerman, is a fast-growing city of more than 16,000 people that strives to maintain its small-town character, yet has big aspirations. With an emphasis on quality of life and a focus on **Service, Safety, and Community** (a recent survey listed Kerman as one of the cities with the lowest crime rates in Fresno County), the City of Kerman is a place where Community Comes First. It is a shining example of a city where you can Grow your California Dream. **Come prosper with us! View our profile at www.fresnoedc.com/kerman-ca**

**Opening
2023!**



Custom Incentive Packages Available, Including:

Local Incentives:

- ✦ Expedited Permitting
- ✦ Low Fees and Rates
- ✦ City Fee Deferral Program
- ✦ Single Point of Contact Project Manager
- ✦ PG&E Economic Development Rate

State Incentives:

- ✦ California Competes Tax Credit
- ✦ Manufacturing Equipment Sales & Use Tax Exemption
- ✦ Sales & Use Tax Exemption (CAEATFA)
- ✦ Recycling Market Development Zone (RMDZ)
- ✦ Research and Development (R&D) Credit

Hiring Incentives:

- ✦ New Employment Opportunities (NEO) Program
- ✦ New Employment Credit (NEC)
- ✦ Work Opportunity Tax Credit (WOTC)
- ✦ Employment Training Panel (ETP)

Federal Incentives:

- ✦ Opportunity Zones
- ✦ Foreign Trade Zone (FTZ)
- ✦ HUBZone (Historically Underutilized Business Zone)
- ✦ New Market Tax Credits (NMTC)

Contact us today to learn more about our vision of the future, available land, competitive fees, expedited processing, and personalized service.



Top 10 Reasons to Invest In Kerman

1. Location, Location, Location
2. Business-friendly City Council and Staff
3. Motivated Local and Regional Workforce
4. Low Cost of Doing Business & Low Fees
5. Custom Incentives Packages Available
6. High Visibility, High ADT Sites
7. 637 Acres Targeted for Annexation in Sphere of Influence
8. Growing Family-Oriented Market Demand
9. New Entry Level, Middle-Market, and Move-up Homes
10. Quality Infrastructure

City of Kerman + 850 S. Madera Ave, Kerman, CA 93630 + www.cityofkerman.net
John Jansons + City Manager + 559.846.9450 + jjansons@cityofkerman.org

Valkommen!

Kingsburg’s rich Swedish heritage, dating back to 1873, continues to influence the design of much of its architecture, leading to its nickname “Little Sweden.” Kingsburg was the **ONLY** city in California included in the Small Business Revolution, Season Two. **IT WAS ONE OF THE TOP 5 U.S. FINALISTS!**



Enticing Incentives

Highway access, low crime rate, skilled workforce, and a business-friendly city council make Kingsburg an ideal city for new and existing businesses.



Successes:

Commercial:

- ✦ Selected for T-Mobile’s Customer Experience Center, creating over 1,000 new jobs
- ✦ Opened 46 new businesses in last 12 months
- ✦ Created over 1,600 additional jobs over a 24-month period

Residential:

- ✦ Residential growth continues as six projects, creating approximately 547 single-family homes, are in various stages of development within city limits

Kingsburg offers several incentive packages to entice developers:

- ✦ Streamlined 21-day administrative approval process for permitting
- ✦ 25% reduction in the city’s development impact fees
- ✦ 50% rebate of the city’s portion of real estate property taxes for three years
- ✦ 50% rebate of the city’s portion of sales tax for three years
- ✦ Additional reduction of city development impact fees for qualifying developments in designated zones
- ✦ Downtown Façade and Alley Improvement Program
- ✦ Development Incentive Fund to reduce financial barriers to opening or expanding your business

Highway Commercial Opportunities:

Highway 99 averages 70,000 vehicles per day, and prime highway commercial space is available for sale at the main entrance to the city, with various size parcels perfect for fast food chains, hotels, and national retailers.

Kingsburg Business Park:

Easy highway access and visibility make the 40-acre Kingsburg Business Park, with available shovel-ready parcels and varied zoning, an ideal place to expand or relocate businesses. Kingsburg Business Park is currently home to several businesses, including Safe Food Alliance’s 20,000-square-foot laboratory and research center, California Controlled Atmosphere, Anderson Striping, Sonic Drive-In, and Valley Health Team’s new medical facility.

The website www.kingsburgbusinesspark.com is a one-stop reference, showing available parcels, infrastructure, zoning, and who to contact.

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City of MENDOTA



City Profile

The City of Mendota, located in Fresno County and nestled in the heart of California's Central Valley, has much to offer its residents and visitors. Community pride is evident in recent downtown projects and community sponsored events. Mendota's acclaimed Farmer's Market, which runs from June through December, draws numerous vendors and shoppers from across the valley.

Agriculture is an important part of the City's economy and Mendota is proud of its designation as the Cantaloupe Center of the World. Other important elements of the economy include new solar power plants, a biomass plant, produce companies, and a Federal Correctional Institution.

With County and State administered parklands, such as the Mendota Wildlife Refuge and four city parks, Mendota has abundant recreational opportunities. The City also boasts an active youth sports program, which has won prestigious awards such as the Tri-County Championship in youth football and has produced State Champions in boxing.

The City of Mendota's prosperity is thanks, in great part, to the commitment and teamwork of the City Council, residents, and community partnerships. Mendota is an energetic community that continues to grow and experience success in local businesses and community development.

City History

The City of Mendota has its origins in the railroad industry. In 1891, Mendota thrived as a Southern Pacific Railroad storage and switching facility site. The first post office opened in 1892, and the City incorporated in 1942. The city has grown continuously, with agriculture always at the heart of that growth.

City Proximity to nearby Highways

Highway 33 runs through town

Highway 180 runs through town

Interstate 5 is approximately 15 miles west

Highway 99 is approximately 30 miles east

Highway 41 is approximately 33 miles east

Economic Incentive Zone

More Flexible Development Standards

Development standard exemptions for minor expansion (less than 35% of the current gross floor area), interior and exterior remodeling, and CEQA-exempt projects.

Expedited Permit Processing

Reductions in mandated time frames for City staff to respond to applicants in order to expedite qualifying projects.

Reduction of Fees

Depending on the project, a reduction of:

- ✦ Development Impact Fees (anywhere from 50% to 100% reduction)
- ✦ Planning application fees (50%)
- ✦ Building Permit fees (25% to 100%)



Incentives for Projects with Significant Positive Impact

Reductions in mandated time frames for City staff to respond to applicants in order to expedite qualifying projects.

COMMERCIAL DEVELOPMENT (recent and upcoming)

In 2021, the City added 28 new businesses located within the city limits, including transportation and food businesses. Other recently opened businesses include:

- ✦ Fresh Pets
- ✦ Element 7
- ✦ Fit Point Gym
- ✦ Leticia's Boutique
- ✦ Lot Audio
- ✦ Vista Square Plaza
- ✦ Car Dealership - (Upcoming)
- ✦ Plug Power - (Upcoming) The project includes construction of a new tertiary wastewater treatment plant in the City of Mendota that will provide recycled water for the people of Mendota and supply the full needs of the plant. Pending environmental and construction permitting approvals, the plant will break ground in early 2023 and complete commissioning in early 2024.



City of Mendota + 643 Quince Street, Mendota, CA 93640

Cristian Gonzalez + City Manager + 559.655.4298 + cristian@cityofmendota.com

City of ORANGE COVE



Come Grow With Us!

The City of Orange Cove, an agricultural community located along the eastern foothills of the Sierra Nevada Mountains, proudly produces **hundreds of acres of year-round citrus fruits**, including many varieties of oranges and lemons, with major packing operations surrounding the community. It is also an area ripe with possibilities for other business development. Located east of Highway 99, Orange Cove lies 33 miles southeast of Fresno and is approximately a 4-hour drive to Los Angeles or the San Francisco Bay Area, making it a perfect central location for many prospective businesses.



Orange Cove Cares About Your Success

With its exceptional customer service and the help of local partners, Orange Cove is well-positioned to attract new business by assisting prospective businesses with development plans, financing, marketing, and other economic development strategies and incentives. Currently the city is assisting many developers in identifying specific properties suitable for development. The city also offers a large labor force to meet the needs of any commercial or industrial business interested in relocating to Orange Cove.

Incentives

The City of Orange Cove is committed to supporting and promoting local businesses with possible permit fee reductions, deferrals of impact fees, and incentives for local hires on a per-project basis.

Available Land

The City of Orange Cove has a total of 13.5 acres designated for Industrial development with infrastructure in place to expedite the construction of new facilities, and currently has 8-acres of designated commercial property.

Economic Information

- ✦ Total population = 11,359
- ✦ Total households = 2,659
- ✦ New construction spaces available from 1,000 to 30,000 square feet
- ✦ HUBZone Area
- ✦ Ground lease or build to suit
- ✦ Freestanding pads available
- ✦ Below market rents

Successes

- ✦ Dollar Tree construction is complete and the store is now open for business, creating new jobs for the community.
- ✦ 81 multi-unit housing project has now been completed and is fully occupied, assisting with subsidized rent.
- ✦ Booth Ranch has completed the construction on a 17,000 square foot cold storage expansion and a new 1,500 square foot shipping office.
- ✦ The owner of OC Pizza has completed construction and is now in operations of the new 2,180 square foot building which will add new jobs.
- ✦ The city has approved the Martinez Tract Map and six homes have been finalized and families have moved in. Twelve more homes are now under construction.
- ✦ The city has approved the 39-lot Macias Tentative Tract Map that includes the construction of 39 new homes for the community. Construction should begin summer 2023.
- ✦ The Citrus Gardens are now under a 3.5 million dollar rehabilitation improvement project and will be completed fall 2023.



City of PARLIER



An Economy On The Rise

The City of Parlier is ideally located on the **Manning business corridor** at the Selma-Sanger-Reedley triangle in Eastern Fresno County, only 30 minutes from the County seat in Fresno, California. Situated halfway between the San Francisco Bay Area (199 miles) and Los Angeles (210 miles), the City of Parlier is perfectly positioned to offer excellent business infrastructure and services for projects of every size, serving a wide range of markets.

The City of Parlier's main road, **Manning Avenue**, offers easy access to the Sierra foothill communities, Eastern Fresno County, Northern Tulare County, and Kings County, and connection to the state freeway network through routes CA-180 and CA-99. With traffic counts approaching 26,000 cars per day, Parlier has the foundation for continual economic and community development growth.



Old Town Parlier/Figtree Park/Park Upgrades/New Trail/Stormwater Improvements

To encourage new business and development opportunities amid the COVID-19 crisis, the City of Parlier completed the first phase of the downtown streetscape to reflect the Historic Old Town Parlier. Next, we are working on rehabilitating the storefronts.

The city received a grant from the CA Natural Resources Agency for a new park. Construction on Fig Tree Park, located directly behind the city's newly completed City Administration offices, will begin this year. The city also received a grant to rehabilitate Earl Ruth Park and add playground structures at both Earl Ruth Park and Heritage Park. In addition, the city recently added to the trail system with the Sequoia Walkway, on 4th Street from Sequoia Street to Zediker Avenue.

The city received an Urban Flood Protection grant to address flooding on Merced Street between K Street and J Street. In addition to the stormwater improvements, this grant will add recreational and educational opportunities at Richard Flores Basin.

Priority on Public Safety

Parlier has always prioritized public safety, and in 2022, the city opened its first 24/7 Fire Department contracted by Fresno County Fire Protection District. The city received \$2.5 million on the 2022/23 State budget and \$875,000 on the 2022/23 federal budget to rehabilitate the Parlier Police Department.

Housing Opportunities

With the assistance of the First Time Home Buyer Program, which provided down payment assistance to qualifying residents, the City of Parlier was able to help several residents reach their dream of owning a home. Working with the developer of Monterey Homes to provide new, beautifully designed homes was a dream come true for the community.

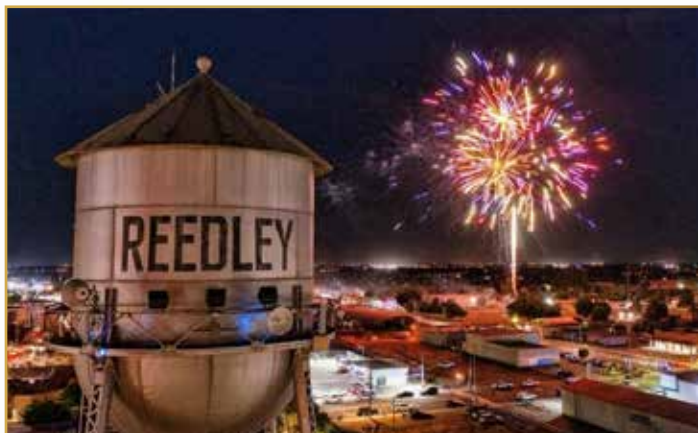
Housing Aquisition/Rehab

The City of Parlier has provided Owner-Occupied Rehabilitation (OOR) and Acquisition with Rehabilitation to Parlier homeowners. OOR gives residents or future residents of Parlier, who want to purchase a home, "rehabilitation funds" for a down payment and the cost of needed repairs.

New Developments

Parlier is making great strides with new development, including approving the Monterey Homes tentative tract map with 315 new homes, which started construction this year. The city recently approved a new gas station and car wash on Manning and Academy Avenues. The town just welcomed Fowler Packing, a new industrial business. The city's other major industrial employers are MAXCO and Custom Produce. Parlier's regional industrial park includes the headquarters for Greenbrier, a state-of-the-art cannabis distribution center, and the first regional cannabis dispensary on Manning Avenue just west of Newmark Avenue.





The City of Reedley is primed for growth. With a supportive City Council, Reedley remains committed to innovation and smart development. Reedley is one of the **safest communities** in the Central Valley to live, work, and play.



Reasons to love Reedley:

- ✦ Over \$1 million dollars in public investment in the downtown area
- ✦ One of the safest communities in the Central Valley, with a low crime rate and innovative policing strategies such as an award winning juvenile restorative justice program
- ✦ Abundant and diverse restaurants and unique shopping experiences
- ✦ Recently approved 58-acre annexation that will support additional housing and commercial development strategically located at the City's western gateway
- ✦ Ability to expedite permit review and processing
- ✦ Commercial and service growth expanding along major corridors (Manning, Reed, Buttonwillow, and Dinuba Avenues)
- ✦ Strong housing market - since 2018, 579 multi-family units and 639 single family units have been approved, with 459 total dwelling units built or currently under construction during that timeframe
- ✦ Development Impact Fee Reduction and deferral programs
- ✦ A major comprehensive zoning code update to encourage and streamline residential and commercial development
- ✦ Home to Reedley College, one of the oldest community colleges in California, that is a leader in the agricultural field and aviation maintenance technology
- ✦ Quality public education provided by Kings Canyon Unified School District, consistently recognized and awarded for student performance and achievement
- ✦ Abundant medical services, including a state-of-the-art birthing center and full-service Emergency Room at Adventist Hospital



City of SAN JOAQUIN

Celebrating our Community's Victories!

The City of San Joaquin is steadily moving forward, taking full advantage of the small-town, rural charm that makes it a wonderful place to live and work!

After celebrating a century of incorporation as a community, and despite the challenges faced the last couple of years, opportunities for growth and progress abound.

San Joaquin has over 200 new housing units in the planning, permitting, or building stages to accommodate the growth we are experiencing! We have applied for and received millions of dollars to help fund projects that will build, repair, and renovate our facilities and infrastructure.

Some of our Community accomplishments in 2022 are:

- ✦ Despite the challenges of the pandemic, San Joaquin continues to attract new businesses to town
- ✦ An updated, more business and user-friendly Zoning Code was put in place to streamline processing, entitlements, and permitting
- ✦ New projects, centered on bicycle and pedestrian accessibility, are being completed on Main Street
- ✦ The first phase of improvements to the water wells, treatment, and delivery systems have been completed. \$20 million has been secured for the next phase of water capital improvement projects
- ✦ We received \$2.5 million in Public Safety funding to improve services to our community, focusing on youth intervention programs
- ✦ We increased the number of community events such as a city barbeque and mobile health clinics, generating more resident participation than ever



We invite you to join us in the growth we are experiencing in our community!



"We are proud of our business-friendly community and the progress we have made in making San Joaquin the best place to live, work, and enjoy life!"

-Mayor Julia Hernandez

City of San Joaquin + P.O. Box 758, San Joaquin, CA 93660

Elizabeth Nunez + City Manager + 559.693.4311 + elizabethn@cityofsanjoaquin.org



Sanger Focuses on Business and Community Success. Expanding and Looking Forward.

Strategically located on California State Route 180, minutes east of the Fresno-Clovis metropolitan area, The City of Sanger is an ideal location for businesses looking to relocate or expand. In 2015, the city was presented with the statewide **Award of Excellence** in city/business relations by the League of California Cities.



Business Incentives

The City of Sanger works with new businesses interested in locating to the area, creating opportunities for the businesses to work with the city staff and city council to develop customized incentive programs. While standardized incentive programs are not available, the city’s staff works one-on-one with each business to develop a program best suited to each business’s needs. Incentives may include multi-year deferral of impact fees or fee credits for newly created jobs filled by Sanger residents.



North Academy Corridor Annexation and Master Plan:

- ✦ Master Plan – Completed 2020
- ✦ 265+ acre Annexation for Commercial Development – Completed 2022
- ✦ Pre-Zoned for Highway Commercial, General Commercial, and Mixed-Use Commercial
 - ✦ Hotels
 - ✦ Retail
- ✦ City Coordinating Infrastructure Improvements
 - ✦ EDA Grant Application
 - ✦ EIFD (Enhanced Infrastructure Financing District) Established

Residential Development:

- ✦ DR Horton – 143 Lot Single-Family Residential Subdivision – Beginning Construction 2022
- ✦ Sanger Crossing II – 36 Unit Multiple-Family Residential Development – Completed 2022
- ✦ Newmark Village I – 72 Unit Multiple-Family Residential Development – Beginning Construction 2023
 - ✦ Affordable Housing and Sustainable Communities Project

Retail Development:

- ✦ Sanger Retail Center, 11,900+ square feet Multiple-Use – Beginning Construction 2023

Industrial Development:

- ✦ Weyrick Lumber Company/California Truss Frame – 10+ Acre Expansion of Truss Construction Plant - Beginning 2023
- ✦ Liberty Power – Addition of 50MW Battery Storage Facility to 15+ Acre Power Plant - Beginning 2023





City of SELMA

A Prime Location for Business and Living

Selma, the **largest city in southern Fresno County**, which is centrally located to serve the tri-county regions of Fresno, Tulare, and Kings Counties has residential, commercial, and industrial projects underway right now. Approximately 154,000 people are within a 15-minute drive of accessing goods and services in Selma.



Business Services

The City of Selma is committed to your project and focused on your development needs. We are dedicated to improving processes, shortening timelines, and doing everything possible to help your project or development succeed. Business Retention and Expansion services are available through the Economic Development Department.

What Selma is working on in 2023

- ✦ Enhanced Infrastructure Financing District
- ✦ Downtown Business Improvement District (BID) and Strategic Plan
- ✦ Over \$20m of infrastructure improvements, including sewer, stormwater, and a new fire station
- ✦ Zoning Code Update
- ✦ New OpenGov Online Permitting System
- ✦ General Plan Update
- ✦ Infrastructure Master Plans for Stormwater, Sewer, Water, Parks, and Broadband
- ✦ Downtown Strategic Plan

Thriving Commercial/Industrial Businesses

- ✦ Harris Ranch Beef
- ✦ Poindexter Nut Company
- ✦ Quinn Company
- ✦ Alta Lift
- ✦ Basalite Concrete Products
- ✦ Fahrney Automotive
- ✦ Selma Auto Mall
- ✦ Walmart
- ✦ Home Depot
- ✦ Xtreme Manufacturing



Valley Arts and Recreation Destination

Kings Canyon, Sequoia, and Yosemite National Parks are just 70 miles away, and there are also many opportunities to cultivate health, community, and creativity in Selma. The Selma Arts Center plays a vital role in bringing performing arts to the region, with eight productions each season, in addition to offering other events and classes. Visit the Selma Arts Center online at www.selmaartscenter.com.

A Look to the Future

Selma recently completed construction on a new police department building near downtown, improving service to residents and businesses. The City has also collaborated with the Fresno EDC and the High Speed Rail Authority on the Central Valley Training Center. This career education center provides pre-apprenticeship training in the construction trades to meet the strong industry demand for skilled labor.

Residential Growth

Amberwood, a residential Specific Plan featuring 2,558 single-family homes: 270 households in Phase One to commence construction in 2023.

Vineyard Estates, residential: 40+ households in Phase 3 under construction

Valley View Estates (Phase 3): 35 single-family homes completed construction in 2022

10+ additional single and multi-family residential projects going through the planning and permitting process

Development Opportunities

- ✦ Selma Grove, retail/commercial: 60 acres available
- ✦ Selma Crossing, retail/commercial: 288 acres available
- ✦ Golden State Industrial Park: 33 acres available

**Visit our Economic Development page on the new www.cityofselma.com for more opportunities.*

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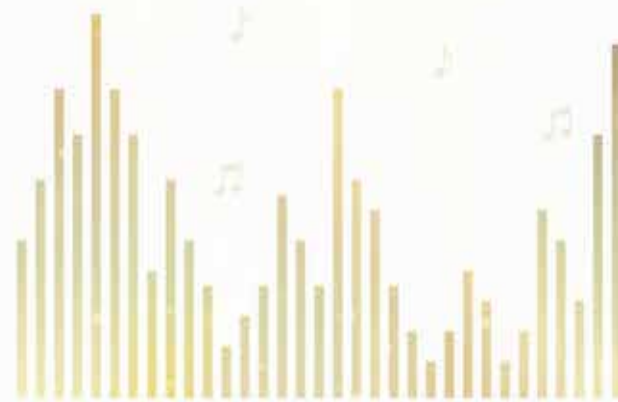
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Founder, Ed Dunkel, Jr., and the Dunkel family have provided engineering services to the region for more than 57 years. PCE has the proven ability to produce outstanding and innovative work for various projects in both the public and private sectors.

Specialized Expertise

Our staff has vast experience working with cities, counties, school districts, 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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