

A detailed illustration of a theater stage. The stage is framed by ornate, dark wood columns. Red velvet curtains with gold fringe hang from the top. A spotlight shines down on the center of the stage floor, which is a dark, reflective surface. A vintage-style microphone on a stand is positioned to the right of the spotlight. The foreground shows the backs of several rows of dark brown theater seats.

*Fresno County
Economic Development Corporation*

*Takes
Center
Stage*

2025 Annual Report



Precision Civil Engineering, Inc. (PCE) is an established, full-service firm with over 20 years of experience providing comprehensive and sustainable solutions for a wide range of complex projects throughout California. 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.



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Chevron is proud to partner with the Fresno County Economic Development Corporation.



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Chevron USA, Inc.

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BACK COVER

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FRESNO COUNTY
EDC



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President and CEO

It is my pleasure to welcome you to our 2025 Annual Investors Meeting. Gathering at the historic Tower Theatre feels fitting, as this year has been about Fresno County taking center stage—showcasing the investments, partnerships and momentum that are moving our economy forward.

2025 has been a pivotal year for the Fresno County EDC. Guided by a “back-to-basics” approach, our team has focused on the fundamentals of economic development: providing white-glove service to businesses evaluating Fresno County as a strategic location while ensuring our existing employers have the resources they need to thrive. Just as four base hits equal a run, our work this year has been steady and impactful—building momentum one win at a time.

One of our most important undertakings was completing the County of Fresno’s Five-Year Comprehensive Economic Development Strategy in partnership with the U.S. Economic Development Administration. Over 15 months, hundreds of voices—including employers, educators, community organizations and residents—helped shape a plan that is actionable, adaptable and designed to guide real investments. This CEDS not only reflects the county’s priorities but also directly informed our new three-year strategic plan at the EDC.

We also celebrated milestones that signal the strength and resilience of our local economy. We broke ground on Scannell Properties’ \$100 million Westgate Industrial Center, a transformative project that validates Fresno County’s market potential and is already attracting new investment interest. At the same time, we launched the region’s first FAME (Federation for Advanced Manufacturing Education) chapter west of the Rockies, a nationally recognized program preparing the skilled workforce advanced industries demand.

That commitment to industry-aligned workforce has gained attention far beyond our region. U.S. Secretary of Labor Lori Chavez-DeRemer visited Clovis this year to see firsthand how proof-of-concept initiatives here are becoming best-in-class models for the nation. Her visit underscored what we already know—that Fresno County is not only competing for investment but also building the talent pipelines to sustain it.

We continued to deliver events and platforms that set the tone for industry in the Valley. Our 20th Annual Real Estate Forecast drew record participation and provided timely insights on issues from insurance challenges to rising utility costs. For the first time, we welcomed PG&E CEO Patti Poppe for a fireside chat with City of Fresno Mayor Jerry Dyer, underscoring the importance of candid dialogue between energy leaders, local government and the business community.

This year also prompted us to reflect on our own path forward. In strategic planning sessions, we sharpened our mission to *“Champion economic growth for Fresno County”* and refined our vision to *“Envision a Fresno County where economic opportunities are accessible to all businesses, workers and residents.”* These guiding statements capture who we are today and who we aspire to be in the future.

None of this happens without the talented and dedicated team at the Fresno EDC. From our longest-tenured staff to our newest colleagues, they have shown creativity, resilience and commitment in navigating the push and pull of economic development. I am grateful for their steady leadership and for the trust and partnership of our investors, businesses and community partners.

As we look ahead, this year has reinforced that Fresno County’s story is ready to be told on a bigger stage. And as we gather here at Tower Theatre, with its lights shining bright, it is fitting to remember that our role is not to take center stage for ourselves, but for the businesses, workers and communities we serve. Together, we are ready for what comes next.

WILL OLIVER
EDC President/CEO





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Land Value Investment, LLC

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California State University, Fresno

Buk Wagner

Colliers International, Inc.

Tyrone Roderick Williams

Fresno Housing

Katie Zenouich

Community Health System

Tom Zimmerman

CORE Business Interiors



Welcome, and thank you for being here as we **Take Center Stage for the Fresno County EDC's Annual Investors Meeting.**

When you think about it, this theme couldn't be more fitting. Fresno County has always had the talent, the drive, and the heart. It's just that now, the spotlight is finally catching up. Whether it's new jobs, new businesses, or new ideas taking root, the story of our region is no longer about the supporting act, we are the main act.

Let's be clear, the real star tonight isn't the venue, the stage, or even the headliner. It's Fresno County itself. Our region truly takes center stage when it comes to innovation, grit, and opportunity. The work Fresno County EDC does every day is possible because of the people in this room, our investors, partners, and friends, who believe in what this community can become and are willing to invest in its success.

As Board Chair, I get a front-row seat to that momentum. I see our staff working tirelessly behind the scenes, our partners stepping up to tackle challenges, and our businesses creating jobs that change lives. Together, we're building something bigger than ourselves, and it's worth celebrating.

So tonight, let's celebrate the wins, share a few laughs, and look ahead with confidence. Fresno County is stepping into the spotlight, and I couldn't be prouder to share that stage with all of you.

On behalf of the board and the EDC team, thank you for your trust, your partnership, and your belief in Fresno County's story. Because when Fresno County takes center stage, the future looks brighter for all of us.

Now, let's raise a glass and enjoy the show.

ED DUNKEL

Chairman

EDC Board of Directors





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To learn more, visit aboutamazon.com



Keynote Speaker



Tom Arnold



Tom Arnold is an actor, writer, and comedian with a career spanning over forty years, appearing in hundreds of hours of television and over one hundred and fifty films. He is best known for roles on *Roseanne*, *True Lies*, *Nine Months*, *The Stupids*, *Carpool*, *McHale's Navy*, *Big Bully*, *Austin Powers*, and *Soul Plane*. He has hosted *Saturday Night Live* four times, has had three HBO specials, and starred in four sitcoms. Tom has won a Golden Globe, a Humanitas Award, and a Peabody Award, and has appeared on the *Jimmy Kimmel Show*, *Howard Stern*, and was a co-host on "The Best Damn Sports Show Period."

Currently, he appears in Arnold Schwarzenegger's new Netflix series *FUBAR* and most recently finished directing his first feature film. Tom is a single dad with a 12-year-old son, 9-year-old daughter, and 4 ex-wives. He's been stabbed, arrested naked, and charged for kidnapping a Peter Criss impersonator.

His current stand-up comedy tour, aptly titled 'My Crazy X-Wife', currently spans across the country with fifty cities and counting.



A New *Mission* for a *Bold Future*



Fresno County EDC's UPDATED mission statement is
to champion economic growth for Fresno County.



Adopted unanimously by the Board on July 22, 2025, the updated mission reflects a shift from simply “marketing” the county to actively championing its growth through business attraction and retention, workforce development, regional advocacy, and inclusive economic advancement.

The Board also embraced a bold, unifying vision that aligns with strategic goals and aspires to the broader ambition for the region:

We envision a Fresno County where economic opportunities are accessible to all businesses, workers, and residents.



Giraffe Award



OK Produce

OK Produce was founded in downtown Fresno in 1950 by Charlie Matoian. Starting from humble beginnings with one single truck on a route to Coalinga, Charlie and his partners expanded to become a wholesaler of various fruits and vegetables with the promise of top quality and customer service. His son Matty started working at OK Produce at the age of 12 fixing lettuce boxes and joined the company after graduating from Fresno State. In 1979, Matty took over the leadership position and in 1986 led the company through a large expansion to a new facility. Matty's sons Chad and Brady joined the company in 1998 and 2000 respectively and lead the company into the third generation upon Matty retiring in 2008. In 2017, OK Produce completed the construction of a new facility as a result of their long-time facility being acquired by the high-speed rail. As with the 2 prior generational expansions, OK Produce decided to stay close to their roots in downtown Fresno, very near to where the facility was founded.

Today, OK Produce delivers in a fleet of over 150 trucks to 1500 retail grocery stores throughout California from border to border and into Oregon and Nevada. With a vast product list of over 1600 different fresh fruits and vegetables, OK Produce represents some of the most respected brands in the produce industry with a continued dedication to high-quality, top-notch service and extreme value. Today the company also has become one of the largest specialized ripening company in the produce industry and each week ripens approximately 100 truckloads of bananas, papayas, tomatoes, avocados and mangoes. In total, OK Produce is operational 7 days a week, 24 hours a day and daily handles 100-120 truckloads of fresh healthy fruits and vegetables and delivers to every county in California 363 days per year.

Sustainability is very important to the company With a goal to deliver the most healthy food in the most healthy way, OK Produce has led the way by embracing green technology very early and often. Starting in 2001 with the installation of one of the first and largest privately owned solar power systems, the company has continued to be committed to the planet Earth in all ways possible. Today the new facility is powered by 5 megawatts/14000 panels of solar power, and this year will be breaking ground on an additional 2 megawatts of solar. In 2020, OK Produce started the process to transition their fleet to zero emission electric semi-trucks.

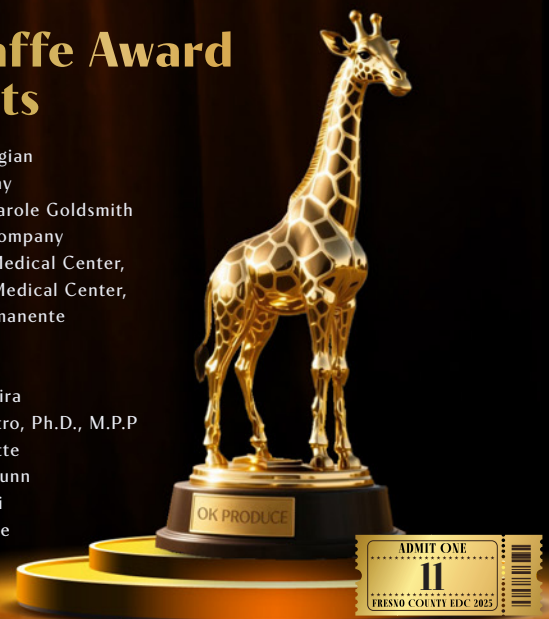
The current fleet includes 19 electric semi-trucks, 3 electric yard trucks and 22 electric passenger vehicles. In partnership with the City of Fresno, San Joaquin Valley Air Pollution District, PG and E, CARB, CEC and Pacific Solar, OK Produce is expanding their electric fleet with the addition of 61 solar powered zero emission electric vehicles and 25 solar powered emissions free electric refrigerated trailers over the next 18 months.

Teamwork is key to the success of OK Produce and their partner vendors and customers. Today the OK Produce team is made up of 600 hardworking and extremely talented team members all working together to provide the most healthy, fresh and delicious fruits and vegetables to families throughout the service area. The company takes pride is the fact that we help feed families throughout the state with the hope that fresh fruits and vegetables become a foundational aspect of healthy living especially for kids and future generations.

Charles and Ann Matoian made it very clear that the community was great to our family and company. They therefore started the family tradition of giving back to the community. Matty Matoian has carried on that tradition with generous gifts to various foundations throughout Fresno including Community Medical Centers, Valley Children's Hospital, Fresno State and Break the Barriers.

Past Giraffe Award Recipients

2024	Dennis Parnagian
2023	Tara Lynn Gray
2022	Chancellor Carole Goldsmith
2021	Cook Land Company
2020	Community Medical Center, Saint 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



Good Jobs Challenge



"From demand-focused job training to strengthening our energy security, the Central Valley is at the cutting edge of economic development"

- Secretary of Labor Lori Chavez-DeRemer touts Good Jobs Central Valley

On April 25, 2025, the Fresno County EDC hosted a Good Jobs Roundtable with U.S. Secretary of Labor, Lori Chavez-DeRemer and Congressman Vince Fong at Wawona Frozen Foods. The event, attended by key leaders from the Department of Labor, educational institutions, and founding members of the Federation for Advanced Manufacturing Education (FAME), highlighted the success and future of the Good Jobs program.

The meeting included an overview of the Fresno County EDC's Good Jobs Program, presentations on the manufacturing industry sector partnership, and a roundtable discussion with employers and partners. The conversation focused on how the grant addresses workforce challenges, aligns training programs with evolving industry needs, and plans for long-term sustainability and scalability.



Fresno County EDC Good Jobs Roundtable with Secretary of Labor Lori Chavez-DeRemer and Congressman Vince Fong

SIGNING DAY AT REEDLEY COLLEGE, JULY 28, 2025

A FAME tradition where students sign commitments with sponsoring companies

Good Jobs Central Valley launched the first **Federation for Advanced Manufacturing Education (FAME)** Chapter west of the Rockies in October 2024, designating Reedley College as the FAME Technical Center. FAME is a global-best advanced manufacturing technician program with over 40 chapters operating in the United States. This expansion into California is a significant step for the region's manufacturing sector, combining a robust curriculum with on-the-job training and employer sponsorship to improve the local talent pipeline.

The program's inaugural cohort starts Fall 2025. By year two, the program will support two cohorts of 30-40 students who will attend classes two days a week and receive paid on-the-job training at their sponsoring employers for the other three days. During their pursuit of a FAME Advanced Manufacturing Technician associate's degree, each student will gain 1,800 hours of paid, hands-on work experience, with wages starting at \$21 per hour.

"This milestone proves what's possible when education and industry work together: a stronger talent pipeline, better career pathways, and a brighter future for manufacturing in California and nationwide. It's proof that when industry and education come together with a shared vision, we can transform communities."

- Gardner Carrick, Chief Program Officer at the Manufacturing Institute



On July 28th, Reedley College hosted the first FAME "Signing Day" event west of the Rockies, a FAME tradition where the selected students signed commitments with their sponsoring employers.



PARTICIPATING COMPANIES



TRUCK DRIVING Student Spotlight



Pictured is **John Vargas**, one of the first students from Cohort 1 to earn his CDL license. John secured full-time employment within 30 days of completing the program. A special thank you to OK Produce for supporting our students by providing access to trucks and training space.

GJC OVERVIEW



December 2023
through
June 2025

1,545
individuals enrolled
in GJC programs

839
completed programs
with 12 months of
ongoing employment
placement support

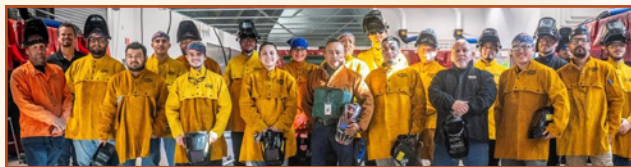
347
active in training
programs

455
secured employment

\$21.18
average wage

WELDING

As of June 2025, 42 participants have completed State Center's Training Institute's four-month welding program at the new West Fresno Campus. 24 have already secured employment at an average wage of \$21.62 per hour.



Cohort 1 at the new West Fresno Center - Fresno City College

CONSTRUCTION

Central Valley Training Center Cohort 17 marks a major milestone with over 250 graduates since the program's launch. Together, we're building a stronger future - one graduate at a time!



CVTC Cohort 17 graduation - Selma

As Fresno VAC celebrates its 27th cohort, the Good Jobs Challenge grant is helping expand the impact of Valley Apprenticeship Connections, facilitated by Fresno EOC. The grant made it possible to launch the new Kerman VAC at the Kerman Community Center, creating more pathways to opportunity for the community.



Valley Apprenticeship Connections graduation - Kerman

New Employment Opportunities

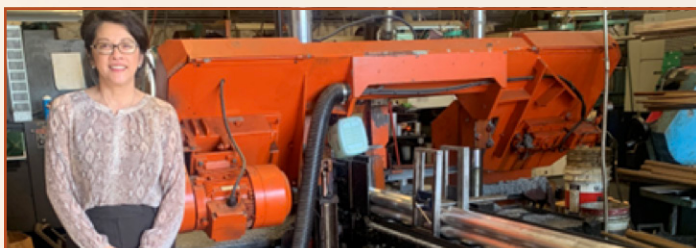
Central Valley Machining

Central Valley Machining, Inc. (CVM) has partnered with Fresno County Economic Development Corporation (EDC) in the New Employment Opportunities (NEO) Program for over five years. The NEO program, which is a program supported by Fresno County Department of Social Services, provides up to one year of subsidized wages for eligible Welfare-to-Work participants employed with participating businesses.



"We believe that business success is closely tied to a commitment to creating employment opportunities for Fresno County residents through programs like NEO. We've been fortunate to hire talented employees through this program and truly value the collaboration and continued partnership"

-Giang Nguyen, Central Valley Machining, Inc.



A Fresh Start with Ready2Hire NEO

"I joined the Ready2Hire NEO program and quickly secured a position as a Machine Operator at Central Valley Machining. Over the past six months, I've gained valuable hands-on experience and developed new skills that have motivated me to keep pushing forward in my career. You can't go wrong by joining the Ready2Hire program. It will not only help you find employment but also prepare you for the next chapter of your life." - Devin Chang



Total wage reimbursement
\$215,246.64

Total Hires
36

ADMIT ONE
13
FRESNO COUNTY EDC 2025

Project Spotlight

★ Scannell Properties ★

Scannell Properties' Westgate Industrial Center Breaks Ground

On July 30, we celebrated the groundbreaking of Scannell Properties' Westgate Industrial Center—a \$100 million, Class A project in West Fresno and the firm's first-ever investment in our region. EDC worked closely with Scannell representatives, EDC Board Member and broker Nick Audino, and the City of Fresno to move this project forward. With strong media coverage and a clear spirit of partnership, the groundbreaking spotlighted Fresno's invest-worthiness and the power of collaboration between the city, EDC, and local industry. Momentum is already building, with 250,000 square feet committed, bringing new jobs and investment to the community.



Pictured Above: John Kinsey, Nick Audino, Paul Starn, Council President Michael Karbassi, City Manager Georgetanne White, Council Vice President Miguel Arias, Mayor Jerry Dyer, Supervisor Garry Bredefeld, Will Oliver, Todd Berryhill, Councilmember Nelson Esparza, Scott Miller, and Cliff Long.

Business Retention

Fast Trak Metal Fabrication

Fast Trak is a women-owned and operated business in West Fresno. The EDC has worked with Fast Trak to support the growth and diversification of their company by facilitating the financing of their new LC5 Combination Laser along with securing PG&E's Economic Development Rate (EDR).

- ♦ Estimated EDR Savings: **\$130,000**
- ♦ Capital Investment: **\$1.5 million**

"One main avenue to win more jobs is to lower our operating costs. This can be difficult given the current climate of tariffs and rising energy costs. With the Fresno EDC's assistance, we applied for and received a PG&E credit that is valued around \$120,000 over the next five years. I appreciate the outreach and the commitment of the Fresno EDC— the organization truly strives to make local companies stronger, competitive, and more successful." – Ferol Garcia, CEO/Co-Owner



Fast Trak Team Left to Right Ferol Garcia, Blake Casares, Eric Casares

Crow & Wolf Brewing Company

Fresno County EDC worked with the Crow & Wolf team to secure PG&E's EDR. The EDR will allow the company to sustain, and grow, their brewing and taproom operation in the City of Clovis.

- ♦ Estimated EDR Savings: **\$98,000**

LAKOS Filtration Solutions

LAKOS Filtration Solutions, previously known as Claude Laval Corporation, has operated in Fresno for over 50 years. Our team worked with LAKOS in securing PG&E's EDR, helping the company reduce costs while also accessing a skilled workforce. We continue to partner with LAKOS on workforce development initiatives like the FAME program, and we're proud to support the growth and retention of such a storied company in Fresno County.

- ♦ Estimated EDR Savings: **\$240,000**



Ismael Hernandez accepts employment with LAKOS Filtration Solutions, through the FAME program.

KDR Pet Treats (Plato's)

We assisted KDR in receiving PG&E's EDR, resulting in hundreds of thousands of dollars of savings on electricity over the next five years. The savings will help ensure the company can continue to scale their manufacturing operations here in Fresno.

- ♦ Estimated EDR Savings: **\$329,000**

"The Fresno County EDC has been a tremendous partner to us as we've expanded our operations. They've not only connected us with the right resources but have also been instrumental in helping us navigate utility programs that created real cost savings as we continue to grow. Their ability to pull the right people together, educate us on available benefits, and respond quickly has made them an invaluable ally. Our success story is stronger because of the EDC's support." – Aaron Merrell, Owner

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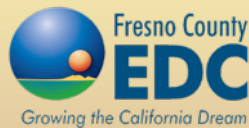


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 Thursday April 16, 2026

 DoubleTree By Hilton

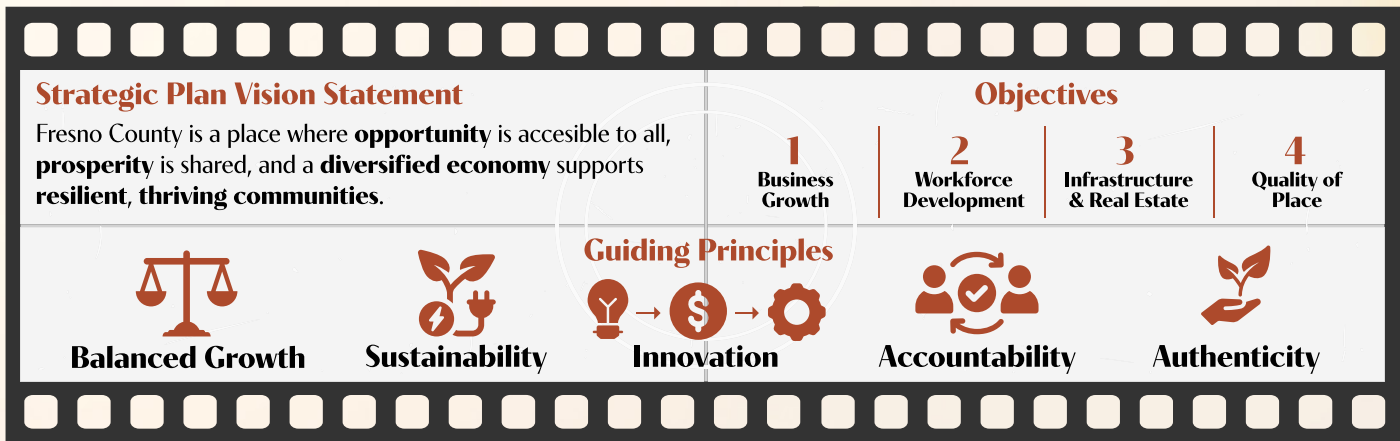
 For Sponsorship Opportunities Contact Kaila Lugo
at 559-476-2500 or klugo@fresnoedc.com



Special Project Highlight CEDS

Fresno County Comprehensive Economic Development Strategy 2025-2030

In 2024, through a partnership with the County of Fresno and TIP Strategies, Fresno County EDC undertook a strategic initiative to create and update the 2025-2030 Comprehensive Economic Development Strategy for Fresno County.



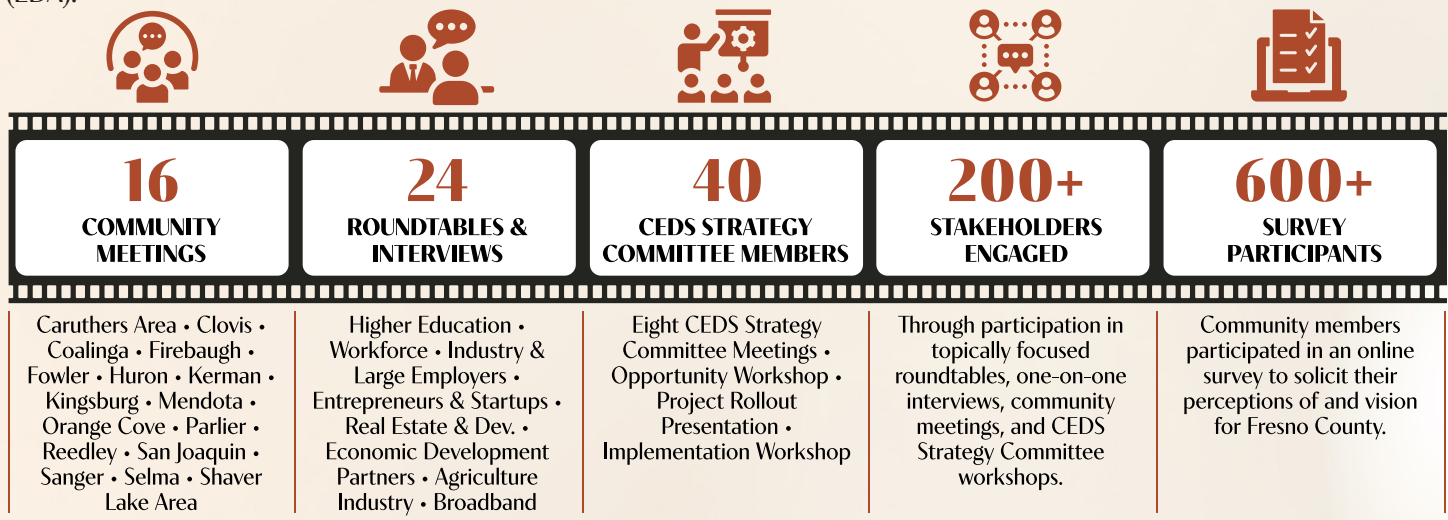
What is a CEDS? A Comprehensive Economic Development Strategy (CEDS) is a locally-based, regionally-driven economic development planning process and document—a roadmap for the region's economic future.

Why does it matter? The previous County of Fresno CEDS (2016-2022) paved the way for several strategic initiatives that received unprecedented federal investments. Fresno County was the only region in the country to receive both Build Back Better and Good Jobs Challenge awards.

Alignment with a regional CEDS is required by municipalities, community organizations, and others as they pursue federal funding from the U.S. Economic Development Administration (EDA).

What did we do? We set out to create a CEDS that would do more than check the box. In addition to conducting an analysis of the region's current economic conditions, including its strengths, weaknesses, opportunities, and threats (SWOT), we conducted robust stakeholder engagement and identified priorities for future investment & growth.

What's next? The Fresno County CEDS 2025-2030 was presented to the Fresno County Board of Supervisors for approval in August 2025 and was submitted to the EDA for approval immediately following. Fresno County EDC will continue convening the strategy committee and implementing the plan in the next five years!



Investors

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Community Health System
Fresno Grizzlies
Pacific Gas and Electric
The Business Journal
T-Mobile

Gold

Alert-O-Lite, Inc.
Business Street Media Group
Caglia Environmental
California State University, Fresno
Career Nexus
Colliers International, Inc.
Community West Bank
Cook Land Company
CORE Business Interiors
Diversified Development Group
Fowler Packing
Fresno Area Construction Team

Fresno Chamber of Commerce
Fresno Economic
Opportunities Commission
Fresno Housing
FMKT Building Trades Council
Fresno Metropolitan Flood Control District
Imperial Electric Service
John R. Lawson Rock & Oil, Inc.
JPMorgan Chase & Co.
Kaiser Permanente
Land Value Investment, LLC
Manco Abbott, Inc.
NextEra Energy Resources

Noble Credit Union
Precision Civil Engineering, Inc.
Producers Dairy
QK
Scannell Properties
State Center Community
College District
The Pearson Companies
The Shehadey Family Companies
Van-G Logistics
Wiebe Hinton Hambalek, LLP

Silver

1060 Fulton Mall, LLC
BNSF Railway
California Health Sciences University
Chevron U.S.A. Inc.
EDP Renewables North America, LLC
Fresno Regional Workforce
Development Board
Intersect Power, LLC
Media Solutions, Inc.
One-Putt Broadcasting
Quiring General, LLC
Saint Agnes Medical Center
SKW Capital Management LLC
SoCal Gas
Span Construction &
Engineering, Inc.
United States Cold Storage
Valley Wide Beverage Company

Bronze

Access Plus Capital
AT&T
Buk Wagner, SIOR &
Charlie Schuh, CCIM
Central Valley Community
Foundation
Comcast
Don Pickett & Associates
Fresno Clovis Visitors Bureau
LS Power
Mid-Valley Disposal
Premier Valley Bank
Robert V. Jensen, Inc.
Robinson Consulting
Schneider Electric
Stravinski Development Group, LLC
Valley Children's Healthcare
Wawona Frozen Foods

Copper

Buzz Oates
California Bank & Trust
California Realty Capital, Inc.
Cen Cal Business Finance Group
DiBudio & DeFendis Insurance Group
Fresno Association of REALTORS
Johanson Transportation Service
Lance-Kashian & Company
Linda Hogan Insurance
MBS Accountancy Corporation
Old Republic Title Co.
Proteus, Inc.
Renewable Properties
Vista Consulting, Inc.

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City of Parlier
City of Reedley
City of San Joaquin
City of Sanger

City of Selma
Five Cities JPA
(CenterPoint District)
Fresno County Department
of Social Services



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Financial Report

Assets

Liabilities + Net Assets

CURRENT ASSETS

CURRENT LIABILITIES

Cash and cash equivalents	\$1,931,875
Accounts receivable	\$2,334,869
Other receivables	\$2,350
Prepaid expenses	\$33,487
Deposits	\$7,500
Total current assets	\$4,310,081
Operating Lease Right-to-Use Assets, net	\$292,141
Property and Equipment, net	\$82,382
* TOTAL ASSETS	\$4,684,604

Accounts payable and accrued expenses	\$1,894,824
Accrued payroll and related taxes	\$144,751
Due to other agencies	\$6,178
Deferred revenue	\$281,619
Lease liability, current portion	\$168,624
Total current liabilities	\$2,495,996

LONG-TERM LIABILITIES

Lease liability, long-term portion	\$130,010
Total long-term liabilities	\$130,010
Total liabilities	\$2,626,006

EXPENSES

Without Donor Restrictions

Program Services	\$9,625,667
Management and General	\$372,954
Fundraising	\$60,982
Total Expenses	\$10,059,603
Change in Net Assets	\$325,686
Net Assets at Beginning of Year	\$1,732,912
Net Assets at End of Year	\$2,058,598

NET ASSETS

Without donor restrictions	\$2,058,598
Total net assets	\$2,058,598

*** TOTAL LIABILITIES & NET ASSETS** | **\$4,684,604**

SUPPORT AND REVENUES

Without Donor Restrictions

With Donor Restrictions

TOTAL

Grants and Contracts	\$388,000	\$9,476,427	\$9,864,427
Membership Fees	\$238,750	-	\$238,750
Fundraising Event	\$258,051	-	\$258,051
Interest Income	\$3,021	-	\$3,021
Net Assets Released From Restrictions	-	-	-
Satisfaction of Acquisition Restrictions	\$9,476,427	(\$9,476,427)	-
Total Support and Revenues	\$10,364,249		\$10,364,249

Impact Study

Fresno County EDC's programmatic outcomes include capital investments and jobs created through our business attraction efforts, workforce training initiatives, and successful applications of regional and local incentives such as the PG&E Economic Development Rate (EDR), Fresno Façade Improvements Grant, and the SoCal Gas Grant. **The impact figures presented below reflect program activities from the 2024-2025 fiscal year.**

The EDC assisted clients with incentive applications that helped secure over **\$1.7 million** in direct funding and utility rate reductions for Fresno County businesses.

These efforts led to the creation or retention of **419 jobs** across the region, supporting over **\$28.1 million** in labor income and nearly **\$48.4 million** in GRP, resulting in a total annualized impact of nearly **\$142.6 million**.

Wages earned by New Employment Opportunities (NEO) program participants contributed nearly **\$4 million** in labor income and supported the equivalent of **244 new full-time positions**, for a total annual impact of nearly **\$11 million** in the regional economy.

Job placements of Good Jobs Challenge (GJC) program participants supported the equivalent of **333 new full-time positions**, for a total annualized impact of **\$108 million** in the regional economy.



2025 Impact Tables

EMPLOYMENT

PROGRAM	DIRECT	INDIRECT	INDUCED	TOTAL
BEAR	214	124	81	419
NEO	221	11	12	244
GJC	333	109	119	561
TOTAL	768	244	212	1224

LABOR INCOME

PROGRAM	DIRECT	INDIRECT	INDUCED	TOTAL
BEAR	\$14,906,719	\$8,633,487	\$4,592,176	\$28,132,382
NEO	\$2,648,260	\$652,012	\$653,221	\$3,953,493
GJC	\$26,865,835	\$6,581,460	\$6,704,335	\$40,151,630
TOTAL	\$44,420,814	\$15,866,959	\$11,949,732	\$72,237,505

VALUE ADDED (GDP SUPPORTED)

PROGRAM	DIRECT	INDIRECT	INDUCED	TOTAL
BEAR	\$24,813,672	\$14,640,550	\$8,944,285	\$48,398,507
NEO	\$3,694,609	\$989,666	\$1,272,164	\$5,956,439
GJC	\$34,084,862	\$10,441,367	\$13,055,911	\$57,582,140
TOTAL	\$62,593,143	\$26,071,583	\$23,272,360	\$111,937,086

OUTPUT (TOTAL IMPACT)

PROGRAM	DIRECT	INDIRECT	INDUCED	TOTAL
BEAR	\$100,830,382	\$27,723,002	\$14,070,869	\$142,624,253
NEO	\$7,089,694	\$1,876,446	\$2,001,695	\$10,967,835
GJC	\$69,414,879	\$18,134,934	\$20,545,644	\$108,095,457
TOTAL	\$177,334,955	\$47,734,382	\$36,618,208	\$261,687,545

Business Incentives

The Business Services team at Fresno County EDC is here to provide business owners and decision-makers with information about Local, State, and Federal incentives to help your business grow.

LOCAL HIRING INCENTIVES:

New Employment Opportunities (NEO) Program:

Wage reimbursement is 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.

Visit Ready2Hire.org for more information!

Good Jobs Challenge:

The Good Jobs Central Valley initiative, supported by a \$23 million investment from the U.S. Economic Development Administration, aims to connect workers in Fresno, Madera, Kings, and Tulare counties to well-paying jobs in Business Services, Manufacturing, Transportation & Logistics, and Construction. By uniting businesses, educational institutions, and workforce training organizations, the initiative addresses skill gaps, increases job placement rates, and drives local economic growth. Good Jobs Central Valley bridges the gap between training and employment, offering programs that lead to well-paying jobs with benefits. Training programs are designed to offer a comprehensive approach to workforce development, while delivering tangible benefits to employers and the community alike. Here's how the program works:

- ♦ Employer-Driven Training tailored to industry needs.
- ♦ Access to Skilled Talent ready to meet business demands.
- ♦ Cost Savings on Hiring & Training.
- ♦ Improved Retention & Job Satisfaction with wraparound support.
- ♦ Regional Economic Growth contributing to long-term prosperity.

Visit Goodjobscentralvalley.com to learn more.

UTILITY INCENTIVES:

PG&E's Economic Development Rate: Qualifying businesses in Fresno County may receive up to a 20% enhanced rate reduction on their monthly electricity costs over a five-year period.

Delivered by PG&E, this program is designed for industrial, manufacturing, and processing businesses considering locating or expanding within California. If the business may have out-of-state options, is considering relocating to other states, or is at risk of closing their existing operations entirely, our staff are available to provide navigation and offer technical assistance on receiving this rate reduction.

STATE INCENTIVES:

California Competes Tax Credit: An 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 from the business.

- ♦ Fresno County businesses have been awarded approximately \$47.3 million in state tax credits in the lifetime of this program.

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.

FEDERAL INCENTIVES:

Foreign Trade Zone (FTZ):

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. Fresno County is part of FTZ No.226, which includes:

- ♦ Duty exemption.
- ♦ Duty deferral.
- ♦ Logistical benefits.
- ♦ Ad valorem tax exemption.

Visit fresnoftz.com to learn more.

PROJECT INCENTIVES FY 24-25

PG&E Economic Development Rate

- ♦ Belluno Organics - \$840,000 (10)
- ♦ KDR Pet Treats - \$329,000 (30)
- ♦ Lakos Filtration Systems - \$240,000 (65)
- ♦ Fast Trak Metal Fabrication - \$130,000 (15)
- ♦ Turnkey Industries - \$100,000 (50)
- ♦ Crow & Wolf - \$98,000 (33)
- ♦ Autry Plumbing - \$12,000 (50)
- ♦ Quantum Machining - \$70,000 (11)

✦ 273 jobs created or retained ✦

Façade Improvements Grant

- ♦ Access Plus Capital - \$20,000
- ♦ 1924 Tulare St - \$40,000

SoCal Gas Grant

- ♦ Mi Favorito Place - \$3,500
- ♦ AJ Bakery & Donuts - \$3,500
- ♦ Cabanas Restaurant OC - \$3,500
- ♦ Carniceria Jimenez - \$3,500
- ♦ OC Taco Shop - \$3,500
- ♦ Senor Beef - \$3,500

For more information
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Fresno County EDC
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