

Work Group: Economic Development
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Description of Activity by Goal and Objective

Goal 1, Objective A Infrastructure

(Champion: Mike Locke, San Joaquin Partnership):

The Economic Development Work Group (EDWG) is tasked with identifying the need for a regional financing authority.

- In addition to asking each city, each member county of Central California Economic Development Corporation (CCEDC) has been asked to assist in gathering:
 - Capital Improvement Plans (CIP) to understand the scope of funding requirements
 - City or County Finance Policy.

Progress

EDWG has collected the majority of CIPs that exist for the Central Valley. **To date, we have responses from the following jurisdictions:**

- **Fresno County:** Clovis, Coalinga, Firebaugh, City of Fresno, Huron (No response), Kerman, Orange Cove (No response), Parlier (No response), Reedley, San Joaquin (No response), Selma (No response) and Sanger
- **Kern County:** Kern County, Arvin, Bakersfield, Delano, Maricopa (No response), Shafter and Tehachapi
- **Kings County:** County of Kings, Avenal, Corcoran, Hanford and Lemoore
- **Madera County:** City of Madera and Chowchilla
- **Merced County:** Merced County, City of Merced, Atwater and Los Banos
- **San Joaquin County:** Escalon, Lathrop, Lodi ("We don't have a CIP") Ripon and Stockton
- **Stanislaus County:** Ceres, Hughson, Modesto, Newman, Patterson (No response) and Oakdale
- **Tulare County:** County of Tulare ("Projects listed; no budget"), Dinuba, Exeter (No response), Farmersville (No response), Lindsay (No response), Porterville, City of Tulare (No response), Woodlake ("We don't have a CIP") and Visalia

Planned Activities (for next 3-6 months)

- Find funding or an entity to assimilate the CIP information.
- Present the information to the city managers
- Determine the need for a Regional Financing Authority or other vehicle to assist with infrastructure, especially in rural areas.

Goal 1, Objective B Incentives

(Champion: Bill Bassitt, Alliance-Stanislaus County)

- **All action items have been completed for this goal:**
 - Information was compiled from all incentive zones in the region. The final joint marketing brochure is complete for the San Joaquin Valley Enterprise Zones. It is posted at www.californiacv.com. It was given to California Partnership for the San Joaquin Valley (Partnership) board members at the June 13 meeting.
 - An issue paper was developed as a result of interviewing San Joaquin Valley Enterprise Zone Managers. The paper cites improvements still needed in the Zones. It was presented to Partnership board at the June 13 meeting.

Planned Activities (for next 3-6 months)

- EDWG has a mission planned for **February 2009** to inform legislators and interested parties about the Partnership and what is going on with economic development in the region.
- Continued focus on Legislative Concepts:
 - Reinstitution of the Manufacturer's Investment Credit
 - Prevailing Wage for the Valley

Goal 1, Objective C Marketing

(Champion: Richard Chapman, Kern EDC)

- Trade Missions: The very aggressive trade mission program will be continued in 2008-2009. The **third quarter** has proved successful, generating **37** meetings with site selectors in national markets, **15** requests for more information, **9** prospective companies requiring a location and **2** tours. The program includes visits with site selectors, brokers and tenant representatives to discuss and provide information on Central California. EDC directors rotate participation.

Date	Place	Progress	Attending
July 28-30, 2008	San Francisco	15 Meetings 9 Requests More Info 7 Prospects	Doug, Paul, Shelley, Scott, Bobby
Aug. 18-21, 2008	Southern California	12 Meetings 6 Requests More Info 1 Prospect	Scott, Melinda and Richard, Esther, Paul, Karin
Sept. 22-24, 2008	Boston/ New York	10 Meetings TBD 1 Prospect	Paul , Scott

- Marketing Tools:
 - The Top Properties 2008 Brochure was completed and sent out to all broker contacts.
 - Business and Real Estate in Central California, an electronic newsletter, was sent out nationally **September 2008** to site selectors and industry. It highlights growth stories in the business cluster groups.

Planned Activities (for next 3-6 months)

- Central California Market Profile is in progress.
- October Atlanta Broker Mission and IEDC Conference
- November 9-13 Process Expo Trade Show in Chicago and Broker Mission
- December 10-12 Phoenix Broker Mission

Goal 2, Clusters

(Champion: John Lehn, Kings County EDC)

- Inventory of industry and service associations to assist the clusters has been developed in association with the Lyles Center for Innovation and Entrepreneurship. Please see online at <http://www.valleybizconnect.org/> for access to this inventory, Start, Run, Grow, which signifies three of the stages of a business where they need assistance.
- The business **cluster meeting dates** have been set:
 - Northern San Joaquin Valley, **Dec. 2, 2008**, Stanislaus Alliance, Modesto
 - Southern San Joaquin Valley, **Dec. 3, 2008**, International Ag Pavilion, Tulare, 9 a.m. to noon
- The Goal: to increase strength of business clusters, identify impediments to growth, and to use the collective force of business groups throughout the Valley to affect change wherever possible.
 - Regulatory
 - Rules on overtime
 - Prevailing wage rate for the Central Valley
 - Employee training
 - Coordination or attraction of suppliers, manufacturers and/or distributors
 - Other opportunities available to the larger cluster groups
- Outreach and Planning: EDWG has held several planning meetings for the event. Higher Education and Workforce Development and Economic Development work groups and the Workforce Investment Board held a planning meeting. In addition, calls have been made to all the cluster group leaders to obtain input.
- EDWG has **retained a facilitator** for the cluster events: WR Davis Collaborative.
- Workforce and EDC directors worked together to enter **3,000 businesses** into the **Executive Pulse** business tracking system. A final report is available online. **This also fulfills the goal for an eight-county CEO/senior database for each cluster.**

Planned Activities (for next 3-6 months)

- Continued outreach is planned to business cluster chairs to attend the December meetings.
- The Higher Education and Workforce Development and Economic Development work groups will partner with the Office of Community and Economic Development (the Secretariat) to identify university researchers and programs that are aligned with each target cluster.
- A summary of actions will be completed from the cluster meetings.

Goal 3, Entrepreneurship

(Champion: Scott Galbraith, Merced County EDC with Dr. Timothy M. Stearns, Lyles Center for Innovation and Entrepreneurship)

- An online directory of support organizations—Start Run Grow—was presented to the CCEDC board by the Lyles Center as part of the subcontract. Start Run Grow details organizations that assist business in each county. <http://www.valleybizconnect.org/>.
 - This completes the deliverables for the network and directory of entrepreneurship, small business, and business growth resources in the San Joaquin Valley.
- The Lyles Center has held two venture forums, detailed in past reports.
 - This completes the deliverable.

Planned Activities (for next 3-6 months)

- A Draft Action Plan for
 1. Long-term funding
 2. Increase risk-capital in the region
 3. Increase investment worthiness of Valley business.

Goal 4, Renewable and Clean Energy

(Champion: Steve Geil, Fresno County EDC)

EDWG is playing a support role to the San Joaquin Valley Clean Energy Organization. They have set Sustainability Objectives over the next five years, to:

- Make San Joaquin Valley a solar leader.
- Engage all eight counties and all 62 cities in sustainability efforts.
- **Full notes are provided in the Energy Work Group Report.**

Planned Activities (for next 3-6 months)

- Attend Energy Work Groups and follow their lead.

Goal 5, Tourism

(Champion: Paul Saldana, Tulare County EDC)

- **No change.** EDWG was asked to oversee the Tourism Goal presumed to be championed by the Central Valley Tourism Association. However, the initial challenge grant was turned down by the CVTA. Their region is much larger than the San Joaquin Valley, and they have not shown a dedicated interest in pursuing the goals of the Partnership.

Planned Activities (for next 3-6 months)

- Will hold a regional stakeholders meeting.
- Identify revenue sources for marketing strategy.
- Continue discussions with CVTA.

Have you coordinated any outreach, if so, please describe briefly.

EDWG is reaching out to Business Cluster Groups regionwide.

EDWG has outreached to the League of Cities for assistance with the Infrastructure goal.

CCEDC, as part of the Seed Grant, has gone to the Bay Area, Southern California and Boston in the First Quarter to market the San Joaquin Valley to brokers and site selectors.