

**ECONOMIC DEVELOPMENT WORK GROUP (ECON)**

Lead Organization: Central California Development Corporation

ACTIONS	STATUS	2007-2009 - FINAL REPORT ACTIVITIES
<b>OVERALL WORK GROUP STAFFING REQUIREMENTS</b>		
Plan, organize and manage all work group meetings; maintain work group records and minutes; maintain Economic Development portion of Partnership web site; provide monthly and quarterly reports.	O N G O I N G	
<b>Goal 1: Facilitate investments in infrastructure and incentives that support the economic vitality of the region.</b>	<input checked="" type="checkbox"/>	
<b>Objective A: Establish a regional financing authority for infrastructure, including water and sewer infrastructure.</b>		
Recruit a champion to lead the subcommittee.	C	Mike Locke, San Joaquin Partnership
3 (or more) facilitated meetings with infrastructure stakeholders.	C	
Development of white paper on an infrastructure authority, including timeline and financing requirements and options.	C	<b>Redirection of goal</b> - Worked with eight counties and three cities in region to compile a detail list of Capital Projects for the Federal Stimulus Money.
<b>Objective B: Establish a regionwide incentive zone.</b>		
Compile information on all incentive zones in the region.	C	Met with all eight counties and their Enterprise Zone Managers to compile information.
Develop regionwide promotional material to promote the incentive zones. Incorporate into marketing efforts.	C	A publication titled "Central California Enterprise Zones" was published and placed for download on web sites.
Identify bottlenecks and recommendations for revising the incentive zones in the region. Work with legislative champion(s) to find creative ways to address bottlenecks.	C	Issue paper was developed and discussed with legislators and Partnership. Two legislative visits were complete in Sacramento to provide an update on the valley and continued focus on Legislative Concepts: <ul style="list-style-type: none"> <li>• Economic Stimulus for Central Valley</li> <li>• Reinstitution of the Manufacturer’s Investment Credit</li> <li>• Prevailing Wage for the Valley</li> </ul>
<b>Objective C: Develop and resource a regionwide organization for marketing the region.</b>		
Secure involvement of Stanislaus and San Joaquin Counties in CCEDC.	C	Stanislaus and San Joaquin counties re-committed their EDCs to CCEDC and the Partnership.
Develop marketing plan for 8-county region.	C	A comprehensive marketing plan was developed and implemented for the region.

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Implement the 3-year plan.	C	<p>CCEDC was able to augment efforts through a \$225,000 Seed Grant through the Partnership and BTH. The program was responsible for:</p> <ul style="list-style-type: none"> <li>–160 meetings with site selectors in national markets, and</li> <li>–450 business contacts from trade shows and events.</li> </ul> <p>That generated:</p> <ul style="list-style-type: none"> <li>•70 community proposals generated for companies looking into a location,</li> <li>•12 site tours by companies looking for a location, and,</li> <li>•560 new industrial jobs</li> </ul>
<p><b>Goal 2: Align regionwide economic development efforts in support of target industry clusters: (1) agribusiness, including food processing, agricultural technology, and biotechnology; (2) manufacturing; (3) supply chain management and logistics; (4) health and medical care; and (5)</b></p>	<input type="checkbox"/>	
<p><b>Objective: Create regionwide networks of industry clusters to facilitate expansion of target clusters.</b></p>		
Inventory existing regional and sub-regional industry trade associations.	C	<p>An inventory of industry and service associations was completed in association with the Lyles Institute. The site is called Start, Run, Grow: which signifies three of the stages of a business where they need assistance. Please see online at <a href="http://www.valleybizconnect.org/">http://www.valleybizconnect.org/</a></p>
Expand regional database by industry cluster.	C	<p>Workforce and EDC Directors throughout the valley 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 8-County CEO/senior database for each cluster.</p>
Inventory university programs in the region that support the clusters.	C	<p>The Work Groups have identified university researchers and programs that are aligned with each target cluster sufficiently through <a href="http://www.careersinthevalley.org/">http://www.careersinthevalley.org/</a></p>

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Convene annual cluster summits.	C	The Business Cluster meetings were held and report submitted to Ptshp: *Northern San Joaquin Valley- December 2, 2008 at the Alliance in Modesto *Southern San Joaquin Valley- December 3, 2008 at the International Ag Pavilion in Tulare 9:00 to 12:00
<b>Goal 3: Create a dynamic, entrepreneur-producing economic climate in the San Joaquin Valley.</b>	<input type="checkbox"/>	
<b>Objective: Create the “entrepreneurship opportunity fund” to support entrepreneurship development through incubators, risk capital, and small business support programs.</b>		
Engage Lyles Center for Innovation and Entrepreneurship to champion the Entrepreneurship Subcommittee.	C	
Inventory existing entrepreneurship support and business growth resources in the San Joaquin Valley.	C	An online directory of support organizations was presented to the CCEDC board by the Lyles Center as part of the subcontract. It is called Start Run Grow and details organizations that assist business in each county. <a href="http://www.valleybizconnect.org/">http://www.valleybizconnect.org/</a>

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Develop plan for (1) long term funding sources for entrepreneurship programs in the Valley, (2) increase amount of risk capital in the region, and (3) increase investment worthiness of Valley businesses.	C	The Lyles Center has developed and executed a plan with funding from the Coleman Foundation to spawn entrepreneurship programs on nine community colleges in the Central Valley (Bakersfield, Porterville, Reedley, Visalia, Fresno, LeMoore, Madera, Merced, Sonora). Three years of funding was committed by the Coleman Foundation. In addition, funding was secured to establish a Technology Development and Commercialization unit in the Lyles Center to work with early stage entrepreneurs and move their product idea to market. This also includes raising of investment capital of which over \$750,000 has been raised to date for startup companies. Currently working with several entities to launch a startup fund based in Fresno.
Coordinate a minimum of 2 venture forums.	C	The Lyles Institute held two Venture Forums: October 17, 2008 and September 24, 2009.
<b>Goal 4: Accelerate the deployment and adoption of renewable and clean energy in the San Joaquin Valley.</b>	<input type="checkbox"/>	
<b>Objective A: Establish a regional energy office. (SJVCEO Formed)</b>	C	The San Joaquin Valley Clean Energy Organization was formed. Steve Geil, representing the Economic Development Work Group sits on the board. See website <a href="http://www.sjvcleanenergy.org/">http://www.sjvcleanenergy.org/</a> New activity detailed in Energy Work Group report.
<b>Objective B: Work with state officials to remove administrative barriers to clean energy deployment.</b>		CCEDC completed work of participating with Energy Work Group.
<i>The Economic Development Work Group will follow the lead of the Energy Work Group in pursuing this goal.</i>		
<b>Goal 5: Promote the San Joaquin Valley as a tourist destination.</b>	<input type="checkbox"/>	

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Exploratory planning as it relates to this goal and as funding sources are made available.		No change/No funding. The Economic Development Work Group 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.
Challenges/Problems/Bottlenecks/Feedback encountered during the quarter		
New funds leveraged during the quarter.		