



**Madera County
Economic Development
Commission
ANNUAL REPORT
2009-2010**



**Innovative Rotational
Molding, Inc.**

Madera County, California

"The Perfect Location"



FROM OUR CHAIRMAN

They are everywhere. There are the people you and I know who are great at stating the obvious. We also know those who would be all pros in the armchair football league. And, let us not forget those wonderful folks who are critical of policy and situations but offer no solutions of their own.

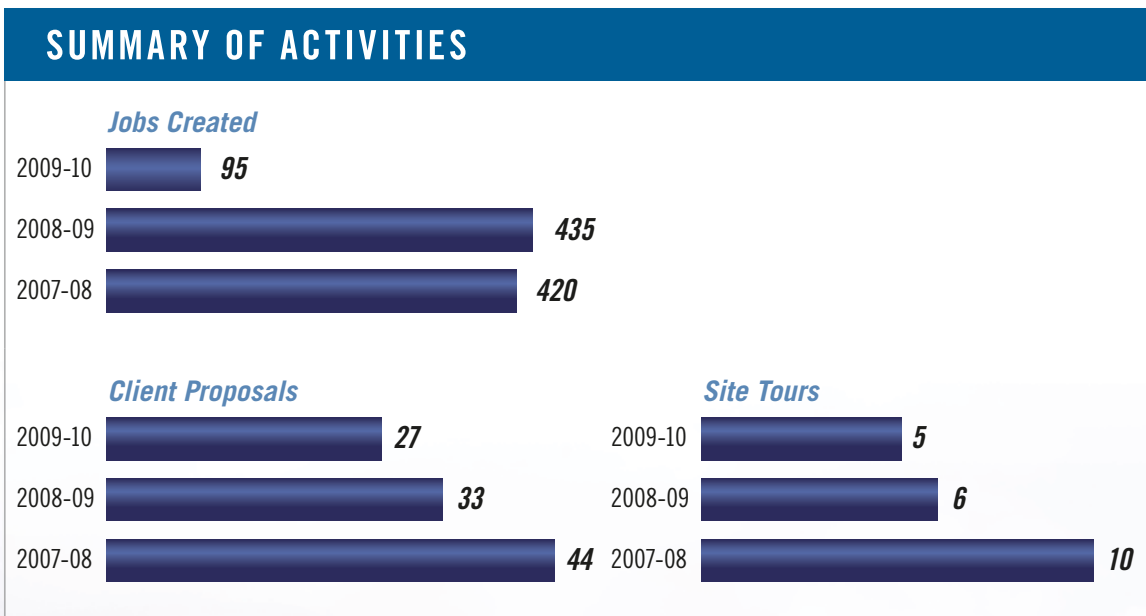
What we are lacking in our world in both a macro and micro sense, are those who possess a very prized attribute: Leadership. Leaders are those who listen rather than control, serve others rather than seek personal advancement, influence and empower others in a positive way, add value to others, model sacrifice, and be willing to make the tough and unpopular decisions for the benefit of the team.

The future of our County and local economy lies with developing and maintaining an example of strong visionary leadership that results in success rather than standing on the sidelines and taking part in feckless discussions that lead nowhere. I challenge each of us to take part in a real soul search to determine what role we play in the process. Are we arm chair football all stars or those who inspire others to a successful outcome?



Robert L. Poythress, Chairman

Robert L. Poythress
Chairman



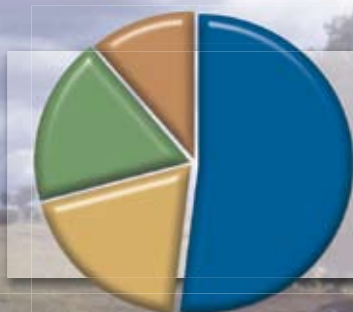
Budget Revenues

County of Madera	\$209,852	37%
City of Madera	\$152,220	27%
City of Chowchilla	\$26,542	5%
Self Generated	\$165,815	31%



Budget Expenditures

Salaries & Wages	\$269,577	52%
Operations & Maintenance	\$99,664	19%
Personnel Related Expenses	\$96,258	18%
Marketing	\$56,298	11%



PROSPECT CONTACTS

Small Business Assistance

- 4 Applications were processed under the revolving loan program, resulting in the granting of \$290,000 in loans to local businesses.

Management of Special Incentive Programs

- 312 Enterprise Zone vouchers were completed.

Marketing Missions

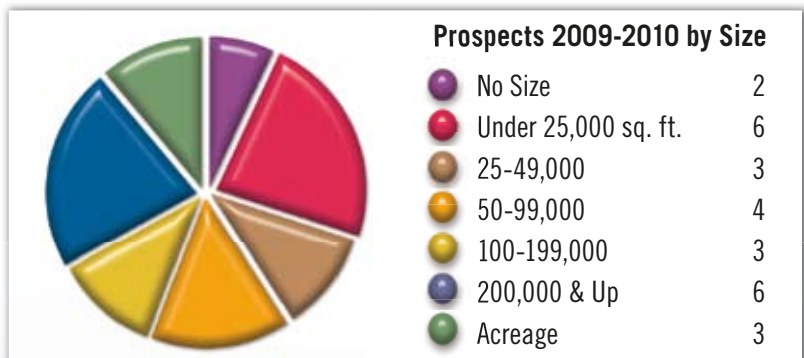
- 1,470 Brokers were contacted through Direct Mail and Call Campaign
- 6 Marketing Missions
- 67 Brokers & 2 Businesses participated in one-on-one meetings
- 5 Leads were developed out of the missions



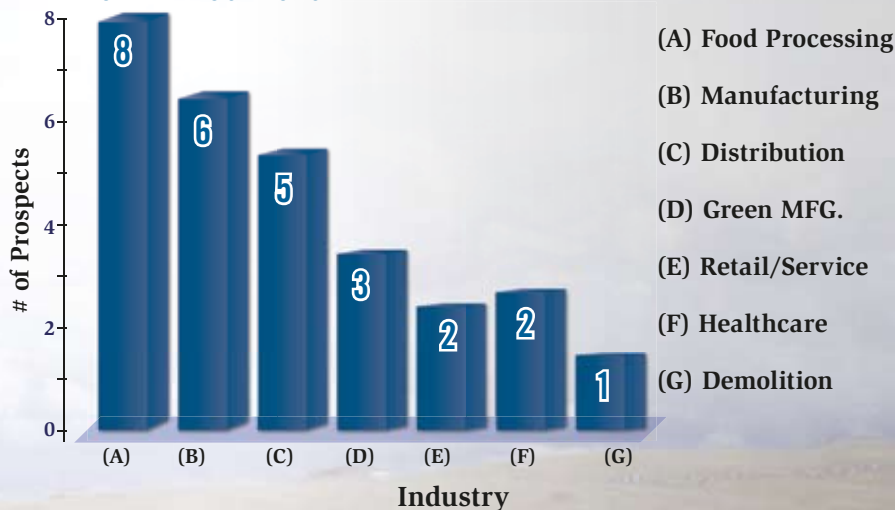
CCEDC - Central California Economic Development Corporation
 CalBIS - California Business Investment Services

Other Marketing Activities

- Economic Summit
- State of the County Luncheon
- Website/ Property Database
- E-BIZ, Monthly Email Newsletter
- Real Estate Update Publication
- Tradeshow Exhibiting & Marketing
- Facebook Fan Page
- Central California EDC Marketing Promotions



NUMBER OF PROSPECTS 2009-2010 BY INDUSTRY 27 TOTAL PROSPECTS



HIGHLIGHTS

New Business

Innovative Rotational Molding, Inc. (IRM) is a family owned and operated business. IRM was founded by local businessman, Dan Humphries who has over thirty years of experience. IRM's new state of the art facility is located in a **35,000 square foot building** and is home to the industry's largest rotational molding machine in North America.



Items manufactured at IRM include but are not limited to; Dump truck beds, water truck tanks, cement mixer tumblers, road barriers, potable water and chemical tanks for industrial, agricultural and domestic applications. IRM also manufactures custom design products and provides clients with comprehensive design and product development services.



Owners Todd Houlding and Tom Kaufmann opened a start-up manufacturing/machining business **Houlding and Kaufmann Ironworks Inc.** They manufacture CNC machined billet AR-15 uppers and lowers in the firearm's industry. They also sell portable breaching doors for law enforcement, a complete line of target systems in mild steel or AR 500 plate, custom rail systems, hand guards, and accessories. They are also authorized dealers for Surefire, Sig Sauer, Trijicon and are a FFL licensed firearms dealer.

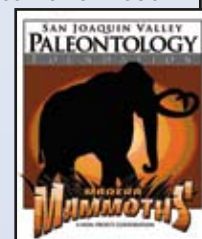
HAPPENINGS

Madera County completed a new **\$4.96 million Sheriff's Department substation and Fire Station No. 12 west of Oakhurst.** The complex includes a 9,600 square foot substation, a 1,500 square foot sheriff's department evidence garage and 6,000 square foot fire station. The substation includes interview rooms, two holding cells, evidence processing equipment, evidence storage, deputy locker room and a small dog pen for the department's canine unit. The fire station provides space for up to four engines, a kitchen, laundry room and three bedrooms for firefighters.



The City of Madera completed the development of a **24,000 square-foot, two-story youth center.** The **John W. Wells Youth Center** includes a recreation room, teen lounge, recording/mixing studio, dance room, crafts center, library and offices. It also includes a gymnasium equipped with electronic remote control scoreboards, a sound system, a kitchen for concessions and a large drop down screen for presentations.

The **Madera County Fossil Discovery Center** opened to the public in October of 2010. The **5,700 square foot discovery center** features exhibits consisting of various fossil and visual displays including a Mammoth, Saber-Toothed Cat, Ground Sloth and many other species. The center also has fossil preparation stations with volunteers demonstrating the excavation process and a demonstration "dig area" set up for visitors.





The new **Center for Advanced Manufacturing (CAM)** building at the Madera Center is now open to students at the Madera Community College Center. The **7,750-square-foot facility**, funded in part by Measure E bonds, contains occupational laboratories and classrooms, as well as offices and storage space. The building provides space for students to work hands-on in a machine and hydraulics shop, an electric shop, a mechanics shop, and a welding shop. The maintenance mechanic program includes courses in welding, hydraulics, pneumatics, electrical motor control and wiring. Students earn a certificate as a maintenance mechanic at the conclusion of the program.

New Development

In partnership with the State of California, the City and County of Madera has started development on a **\$100 million courthouse**. The courthouse will serve as an anchor development in downtown Madera. **The four-story, 123,000 square foot building** will have 10 courtrooms with a basement providing limited parking, prisoner entry and storage. The site will include an above ground parking structure providing 260 spaces.



The **North Fork Mono Indians** are moving forward with their proposed **\$250 million gaming facility** that will be located off of Hwy 99 in Madera. The tribe has published their final Environmental Impact Statement and is a few steps closer to getting final approval to take their land into trust. Once the land is in trust they will be able to break ground on the project. The tribe still needs to get legislative approval on the compact they made with the Governor and a Record of Decision from the Bureau of Indian Affairs.

Building Space

Due to the closure of Gottschalks retail stores, a **420,000 square foot distribution center** for Gottschalks became **vacant** in Madera. The distribution center is available for sale and is located right off of Highway 99 and Ave. 17. The building is a concrete tilt-up with 35,000 square feet of office space, a total of 81 dock doors and a significant amount of trailer parking that is fully fenced.



New Project List 2009-2010

New Manufacturing Companies

<i>Company</i>	<i>Type of Business</i>	<i>Total Sq. Ft.</i>	<i>Employees</i>
Houlding & Kaufmann Ironworks, Inc.	Machining	12,600	5
Innovative Rotational Moldings	Plastic Tanks	33,000	12

EXECUTIVE DIRECTOR'S MESSAGE

2009/10

It is certainly no secret that we are experiencing some of the toughest economic conditions this country has ever had to face. It has been well documented that the recovery is and will continue to be a slow climb. What we are seeing are several "falls" in that climb. The housing market is in shambles and just when we saw a flicker of hope in the spring of 2010, the most recent numbers show a back slide in home sales to record lows. We are bombarded with what seems as a never ending stream of bad news about the economy, but that is not what I choose to dwell on, rather it is my goal to remain focused on the goal of improving the business climate in our communities.

The Madera County Economic Development Commission (MCEDC) has maintained a very aggressive marketing plan. We have gained a reputation as being small; but one of the most insistent and hard-hitting economic development agencies in the State. In addition to our state wide and national marketing efforts we have been ramping up our efforts on the home front as well. We are working with the local communities on efforts to assist our area businesses to succeed which, in my opinion, is the most important element of economic development.

MCEDC has expanded its roles in the past year to better serve both our cities and the County. Without increasing staff or budget we are assisting the City of Chowchilla with their Revolving Loan fund and some of their Redevelopment issues. We continue to manage the Revolving Loan Funds for the City of Madera and the County of Madera. MCEDC has also spent countless hours reviewing proposed plans for the High Speed Rail and how it will affect the citizens of our towns.

Yes, times are tough and you cannot just hide your head in the sand and think it will go away. You adjust your strategies and work harder. Fortunately I have a dedicated Board and a very hard working staff that are ready and able to tackle the challenges that face us today and in the future. We are blessed ... we represent Madera County...."The Perfect Location!"



Bobby Kahn, Executive Director

A handwritten signature in black ink, which appears to read "Bobby Kahn". The signature is written in a cursive, flowing style.

OVERVIEW & GOALS

Overview

The Madera County Economic Development Commission (MCEDC) is a Joint Powers Authority comprised of the County of Madera, the City of Madera, and the City of Chowchilla. Commission members represent the Joint Powers agencies, Chambers of Commerce within Madera County, Workforce Investment Board, industrial and public utility sectors.

Goals

The general goals of the Commission are:

1. To improve the economic capacity of Madera County
2. To improve the quality of life for the residents of Madera County
3. To ensure a positive economic future to the residents of Madera County

MISSION STATEMENT & SERVICES

Mission

Our mission is to position Madera County as an economically viable and vibrant county through a multi-faceted and diversified economic base. Madera County is business friendly, “The Perfect Location,” and the right choice for business and quality of life.

We’re here to help you become more profitable by locating in the geographic center of California, where all modes of distribution transportation converge – freeways, rail, trucking, and air!

Recruitment & Location of New Business

The MCEDC attracts and recruits new business and industry to Madera County through a strategy of targeting both smaller, privately held companies and larger companies that demand significant workforces, including major economic development projects that generate “quality jobs,” substantial tax revenues, and the capacity for a 20-year or greater impact period.

Retention & Expansion of Existing Business

A strong program of assistance and mitigation activity continues to serve existing local business and industry. Rapid response is made to regulatory and cost-of-doing business issues that are problematic for local business operation and success.

Small Business Assistance

The MCEDC provides guidance to small businesses and assists in their development and expansion. Resources include, but are not limited to, strategic business planning, marketing, advertising, cash flow management, corporate training, legal structure of a business, and access to capital.

Finance Resources

The MCEDC provides various financial services to businesses located within Madera County. MCEDC administers funds that provide low interest loans in “gap” financing situations. The program is funded primarily by the State Community Development Block Grant. Funding from the program can be used for working capital, inventory purchase, acquisition of machinery and equipment.

Management of Special Incentive Programs

Special economic development zones are initiated through and administered by the MCEDC. These include the Madera Enterprise Zone, Foreign Trade Zone, and Recycling Market Development Zone.

Statistics & Information

The MCEDC compiles statistics on demographics, workforce capacities, employment, area manufactures, industrial real estate, and numerous other area-related data. The MCEDC serves as a resource both to the community and outside interests with respect to timely and pertinent economic development information.

Infrastructure Development

The MCEDC is instrumental in initiating and securing funding needed for key infrastructure projects that are critical for economic development.

Rapid Response

MCEDC is in partnership with Rapid Response through Workforce Assistance center. Rapid response assists businesses and employees with layoff transitioning. Services provided by Rapid Response are:

- Assistance in planning transition services for employees.
- On-site presentations to employees about Rapid Response services.
- Skill assessments of employees
- Information about alternatives that may help reduce or avoid future layoffs.



“The Perfect Location”

MCEDC COMMISSIONERS

2009-2010

- Rob Poythress**
Madera Chamber of Commerce
Chairperson
- Ronn Dominici**
Madera County Board of Supervisors
- Steve Mindt**
City of Madera
- Justin White**
City of Chowchilla
- Ron Flores**
Industry-at-large
- Bob Carlson**
Public Utility
- Brad Ditton**
Oakhurst Area Chamber of Commerce
- Lee Brock**
Chowchilla Chamber of Commerce
- Elissa Brown**
North Fork Chamber of Commerce
- Elaine Craig**
Workforce Development Office

MCEDC STAFF

- Bobby Kahn**
Executive Director
- Julie Herd**
Manager of Business
Development & Marketing
- Diannah Thomas**
Special Projects Manager
- Lois Grow**
Office Manager
- The Madera County Economic Development Commission would like to thank Creative Copy for their assistance in the printing of this Annual Report along with other projects for MCEDC.

Madera County EDC

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