



Sugar Pine Smokehouse at "The Commons" Shopping Center at the Madera Fairgrounds

Madera County, California

"The Perfect Location"





CHAIRMAN'S MESSAGE

The Madera Economic Development Commission (MCEDC) works diligently to attract new business to both the cities and County of Madera. MCEDC assists new and expanding businesses with site selection, permitting, workforce, and

incentives, to assist companies in efficiently becoming operational and to contribute to creating new jobs and income for Madera County. Daily, MCEDC is searching for new development and business opportunities that will benefit our local communities.

Madera County is one of the fastest growing counties in the State of California and will continue to grow as many new projects are either under construction or in advanced planning stages. Some of these projects include:

- **Three new hotels** are in the final stages of construction in Oakhurst along Highway 41, scheduled to open near the end of 2019. It is estimated that each hotel will add **108 rooms** and generate **30-40 new jobs**.
- A **senior care facility** is in final planning stages. This type of facility is in high demand in eastern Madera County and if approved will create approximately **75 full-time jobs**.
- State Center Community College District purchased **30 acres** off of Highway 49, and plans for a **new campus** are in the design phase.
- A **new hotel/convention center** situated in the north part of Oakhurst is in the planning stages. This project received

approval from the Madera County Board of Supervisors in October 2018.

- A **38-acre RV park** along Sky Ranch Road is in the planning stages. Developers are completing the Environmental Impact Report. Once completed, they will submit final plans to the County for approval.
- **Freedom Industrial Park, a 96-acre, jointly developed industrial park** by the City and Span Construction, has **several new businesses** planning to open. Interest in the park is increasing, and other businesses are actively looking at potential sites.
- Another new business will be breaking ground in the Airport Industrial Park, and the City of Madera is building a **new fire station** in that same area.
- **Love's Travel Center** is under construction and should be open in the coming months. When at full build-out, this will create **over 100 new jobs**.
- In the City of Chowchilla, the **Camerena Health Center has opened** their newest facility, and other new businesses are either under construction or in planning stages.
- **Multiple housing projects** are in advanced planning stages in both Madera and Chowchilla.
- In the southeast part of the County, both **Riverstone and Tesoro Viejo continue to sell new homes** at a rapid pace. Riverstone announced the opening of "**Riverwalk,**"

MCEDC-ASSISTED PROJECTS 2018-2019

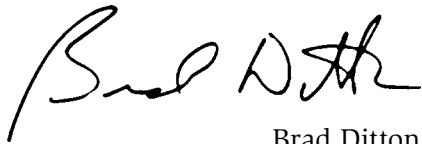
TYPE	BUSINESS	LOCATION
Commercial	Riverwalk at Riverstone	Madera County
Commercial	Love's Travel Center	Madera
Trucking	Dhaliwal Brothers Carrier	Madera
Commercial	Sugar Pine Smokehouse	Madera
Commercial	Axis Coffee Shop	Madera County
Manufacturing	Castellucci Industries	Madera



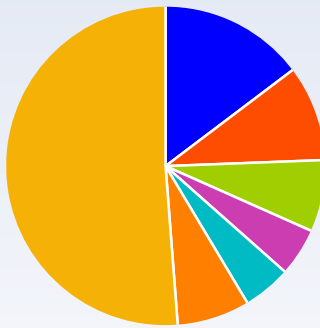
featuring **one million square feet** of retail/office space. Tesoro Viejo also highlights **three million square feet** of office, retail, and light industrial space.

■ **Community Medical Center** purchased approximately **200 acres** at the northeast corner of Avenue 12 and Highway 41, and **Valley Children's Healthcare** recently announced the **expansion of their facilities.**

These are just some of the highlights of activity in Madera County. As Chairperson of MCEDC, I know first-hand how many other projects are in the pipeline. MCEDC is a very hard-working organization that is a true asset for Madera County and both of the cities. It is a pleasure to serve on this commission, and I look forward to another very productive year.

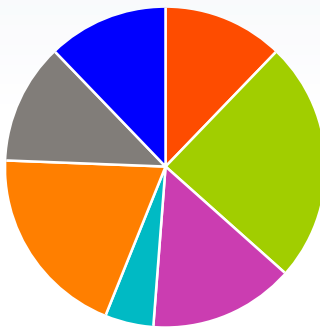


Brad Ditton
Broker/Owner
Century 21 Ditton Realty



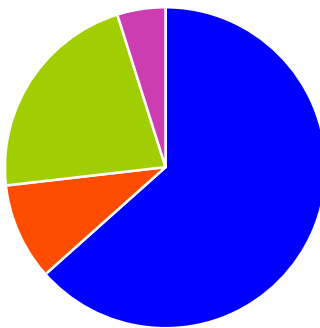
Prospects By Size

Under 10,000 SF	6
10,001-25,000 SF	4
25,001-50,000 SF	3
50,001-100,000 SF	2
100,001-200,000 SF	2
200,001 SF & up	3
Average or No Size	21
Total	41



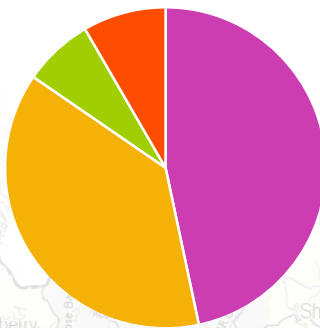
Prospects By Industry

Food Processing	5
Manufacturing	10
Warehouse/Distribution	6
Other	2
Commercial	8
Renewable Energy	5
Recycling	5
Total	41



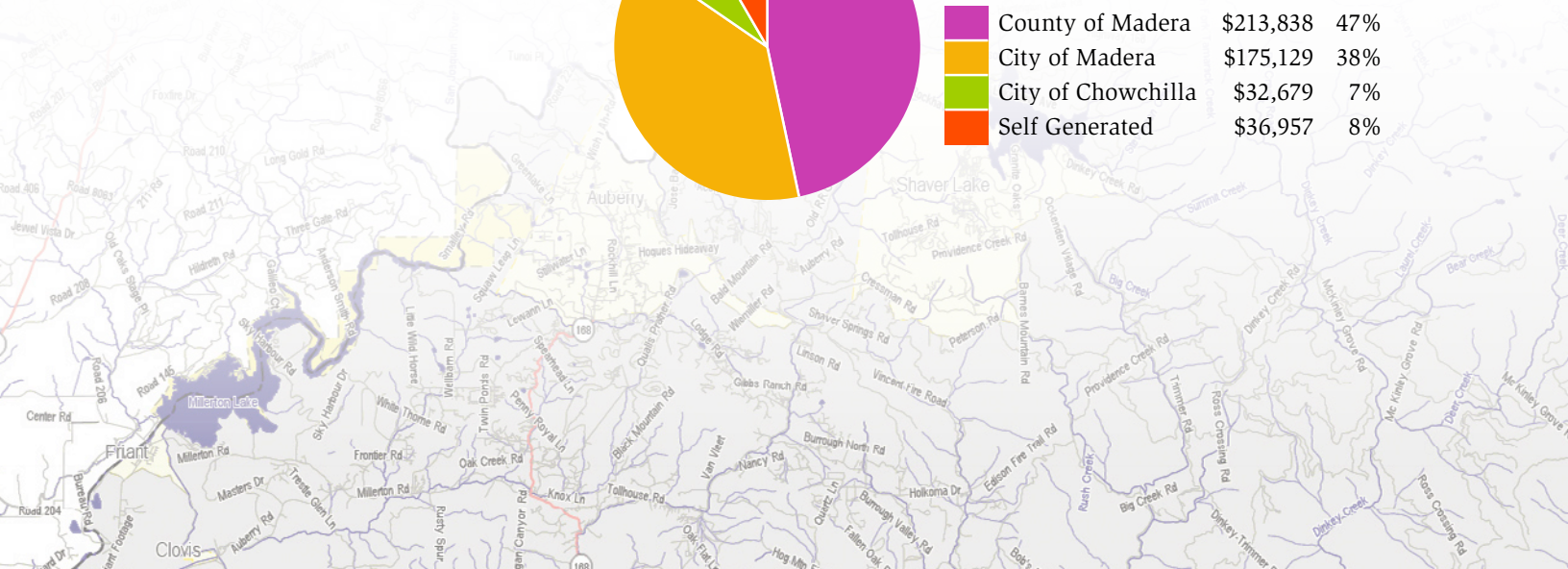
Prospects By Source

MCEDC Madera County Economic Development Commission	26
CCVEDC California Cent. Valley Economic Development Corporation	4
GO-Biz CA Governor's Office of Bus. & Economic Development	9
Other	2
Total	41

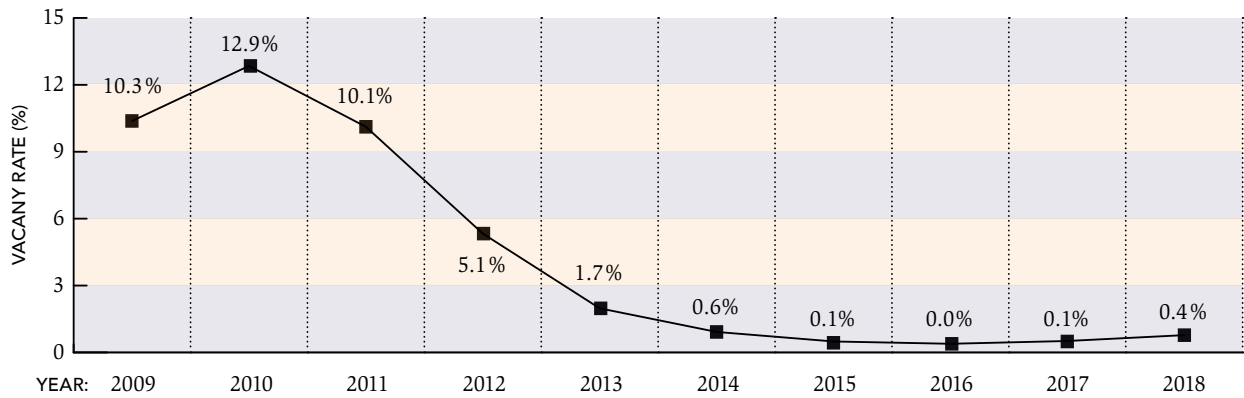


JPA Revenue

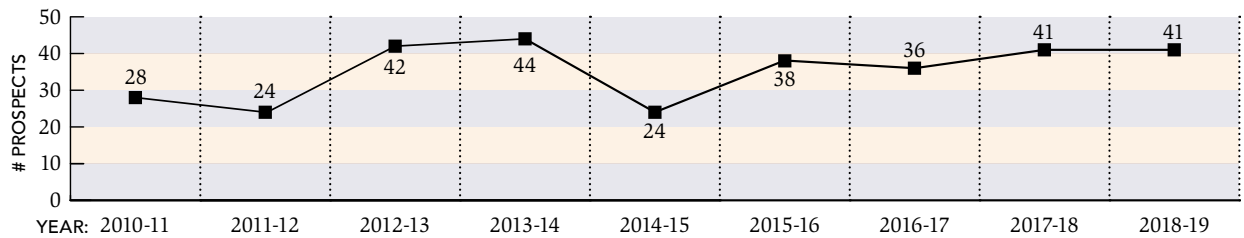
County of Madera	\$213,838	47%
City of Madera	\$175,129	38%
City of Chowchilla	\$32,679	7%
Self Generated	\$36,957	8%



INDUSTRIAL VACANCY RATE



PROSPECTS



MCEDC 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, Board of Supervisors, City Councils, Workforce Investment Board, industrial and public utility sectors.

GOALS

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.



SUMMARY OF ACTIVITIES

Small Business Assistance

- **3 businesses** were assisted under the revolving loan program, resulting in the **granting of \$230,000** in loans and creating **52 jobs** for the local economy

Job Assistance

- **30 employer referrals** to the Department of Social Services for the Expanded Subsidized Employment program

Committees

- Eastern Madera County Chamber Alliance
- Wye Madera County—an advocacy group *working to bring the California High-Speed Rail Authority's job-creating heavy maintenance facility to Madera County*
- Comprehensive Economic Development Strategy (CEDs)

Memberships

- California Central Valley Economic Development Corporation
- California Association for Economic Development
- Madera Chamber of Commerce
- Chowchilla Chamber of Commerce
- Oakhurst Chamber of Commerce
- Bass Lake Chamber of Commerce
- North Fork Chamber of Commerce
- Coarsegold Chamber of Commerce
- Golden Valley Chamber of Commerce

Affiliations

- Madera County Workforce Investment Board
- KFSN Channel 30 Advisory Council
- Greater Madera County Industrial Association



"I had a chance to meet with several states; they were all friendly and informative. I frankly admit that you are the best among all EDOs in terms of business development and follow-up."

—Ibrahim Kortan (left), Istanbul, Turkey

Marketing

SOCIAL MEDIA

- Facebook ■ Twitter ■ Pinterest
- Linked In ■ YouTube

MARKETING MISSIONS

- **1,184 brokers** were contacted through Direct Mail and Call Campaign
- **7 Marketing Missions**
- **136 brokers** participated in one-on-one **meetings**

OTHER MARKETING ACTIVITIES

- Economic Summit Luncheon
- State of the County Luncheon
- Website: Property Database, Blog, Tools for Business
- Broker Missions
- Ribbon Cuttings & Groundbreakings
- E-BIZ: Monthly Email Newsletter

TRADE SHOWS

- **4** Tradeshows
- **309** Business Contacts

PUBLICATIONS

- Annual Report
- Real Estate Update

HIGHLIGHTS

New Business

Sugar Pine Smokehouse (front cover) opened in Madera at “The Commons” Shopping Center at the Madera Fairgrounds. The **7,000 square foot** restaurant specializes in barbeque entrees and **employs 50 people**.

Tesoro Viejo, a master-planned community, cut the ribbon on their **1,600+ acre planned community** and town center “The Hub.” The town center includes the **Axis coffee bar and eatery, a 7,800 square foot welcome center, and 4,600 square foot fire station and sheriff substation.**



Substation No. 7

Madera’s **Bethard Square** underwent a major remodel. The center added **Planet Fitness**, and added building space to house a **new Starbucks and AT&T store.**

Castellucci Industries leased the **12,000 square foot** former US Racks location in Madera’s Airport Industrial Park. The company specializes in a variety of unique rubberized products.

After a major remodel of the former Madera Valley Inn, **La Quinta Inn & Suites** opened proximate to State Route 99 in Downtown Madera.



Renovated La Quinta

The **five-story, 97 room hotel** was one of the first “Del Sol” prototype designs by the La Quinta chain.

An Oakhurst Hotel/Conference Center was approved by the Board of Supervisors as well as an incentive package to assist with the development of the “upscale” hotel. The hotel will have up to **120 rooms** and a **10,000 square foot conference center** with the capacity to accommodate up to 500 people. The hotel will **employ up to 80 people.**



Panda Express broke ground in Chowchilla off of Highway 99 on Prosperity Boulevard. Plans to add **additional businesses** to the site are underway.



Panda Express groundbreaking

Sierra Global Tech opened in **Oakhurst**. The business offers many services, including passport applications, post box rentals, a full range of shipping options, office supplies, live scan, DMV vehicle registration, title transfer, and notary services.

North Fork's **Bandit Town** owner Jennifer McMillan is committed to improving the mountain community. She **purchased three downtown businesses** with plans of revitalization. She is planning a country store, an old-fashioned candy store and a café/diner. She also **acquired the Snowline Depot** on the north end of Oakhurst and reopened the bar and restaurant.

Expansions

Chukchansi Gold Resort & Casino in Coarsegold is undergoing an \$8 million renovation that will freshen the more than 400 guest rooms. Improvements will also be made to corridors and elevator lobbies.



Chukchansi Gold Resort & Casino

Quady Winery just outside of the City of Madera is in the midst of a **\$4 million expansion** to keep up with demand for their sought after wines. The winery plans on **increasing production** from 70,000 cases of wine per year to 160,000. A **22,000 square foot warehouse** was recently completed, and more wine tanks are planned. Additional expansion items include offices, a laboratory, a café-style break room, a conference room, restrooms, and an observation deck.



HAPPENINGS

Constellation Brands, one of Madera County's largest private employers sold a portion of its business to Modesto based E&J Gallo which included Mission Bell Winery in Madera and several of their wine brands. The **\$1.7 billion transaction** is one of the largest acquisitions in the Central Valley's history.

Several local businesses celebrated **milestone anniversaries**:

- Jay Chapel Funeral Directors in Madera: **125 years**
- CertainTeed, a manufacturer in Chowchilla: **40 years**
- Evapco West, a manufacturer in Madera: **40 years**
- Oakhurst Gift Works, an eastern Madera County retailer: **35 years**
- Murillo Electronics, a Madera repair business: **25 years**



Certaineed



Murillo Electronics

Public Improvements

The **City of Chowchilla** recently completed a **750,000 gallon water tank** to serve the growing community.

Chowchilla **voters approved Measure N**, a one percent sales tax for eight years to fund public safety services. The measure will **enhance public safety**. The measure is expected to **generate \$1.3 million annually**.

In December of 2018 the **City of Madera** celebrated the **ground breaking** of their new **Transit Facility**. The City was awarded **\$5 million** in grants to develop the station. The new facility will be triple the size of the previous location and function as the hub for the City's transportation operations.

The **City of Madera** broke ground on a **new fire station**. Station 58 will be the City's 3rd fire station. The project is funded by Measure K. The fire station will house a new **\$1.4 million** ladder truck and is strategically located proximate to the City's Airport. The station will have **3 firefighters** and is scheduled to open in early 2020.



Fire station groundbreaking



The **City of Madera** was **awarded \$11.3 million in grants** from the California Strategic Growth Council for 2 three-story buildings, which will alter the City's skyline. The funds will go towards the **construction of a 48-unit community** that will **provide affordable housing for veterans, seniors and families**. Funding will also go towards **new sidewalks**, an adult **bike share program** and **improved transit options** for pedestrian and bicycle traffic.

The **Madera County Library** was **renovated** with a new layout, carpeting, wall paint, and furniture. The books also received attention as old and outdated copies were replaced with new books, and reading areas were enhanced. The project was funded by the City of Madera, Madera County and the Friends of the Madera County Library.

Education

Madera Unified School District broke ground on a **new middle school**. Funds from **Measure M will pay for the \$36 million project**. The middle school will offer concurrent enrollment and specialize in **Career Technical Education** providing **project-based learning** for the following career

paths: Agriculture, Engineering and Manufacturing, Business and Entrepreneurship, Health Careers and Medical Occupations, Digital and Performing Arts, and Public Safety. The school is expected to open in 2020.

State Center Community College District broke ground at the Madera Community College Center for the **new Center of Agriculture and Technology**. The **\$5 million, 12,628 square foot facility** will be paid for by Measure C funding. The District is also in the process of building a **new campus in Oakhurst** and **adding a second academic village to the Madera campus**.

Madera High School's Robotics team won the 2019 World Championship! The 15-member team, known as **Madtown Robotics 1323** was already **ranked No. 1 in the world** prior to the Championship held in Texas. Each year more than 4,000 teams from around the world are given specific instructions and a timeline to build a robot for competitions. In an effort to **maintain and improve the program's success**, Madera High School recently **broke ground on a new robotics facility**.

MHS Robotics 2019 World Champions

Photo: Madera Unified School District



HAPPENINGS CONT'D

Healthcare

U.S. News & World Report ranked **Valley Children's Healthcare** as one of the **best children's hospitals in the country in five pediatric specialties** in their 2019–2020 rankings. Valley Children's received top rankings in Pediatric Diabetes & Endocrinology, Pediatric Gastroenterology & Gastrointestinal (GI) Surgery, Neonatology, Pediatric Orthopedics and Pediatric Urology.



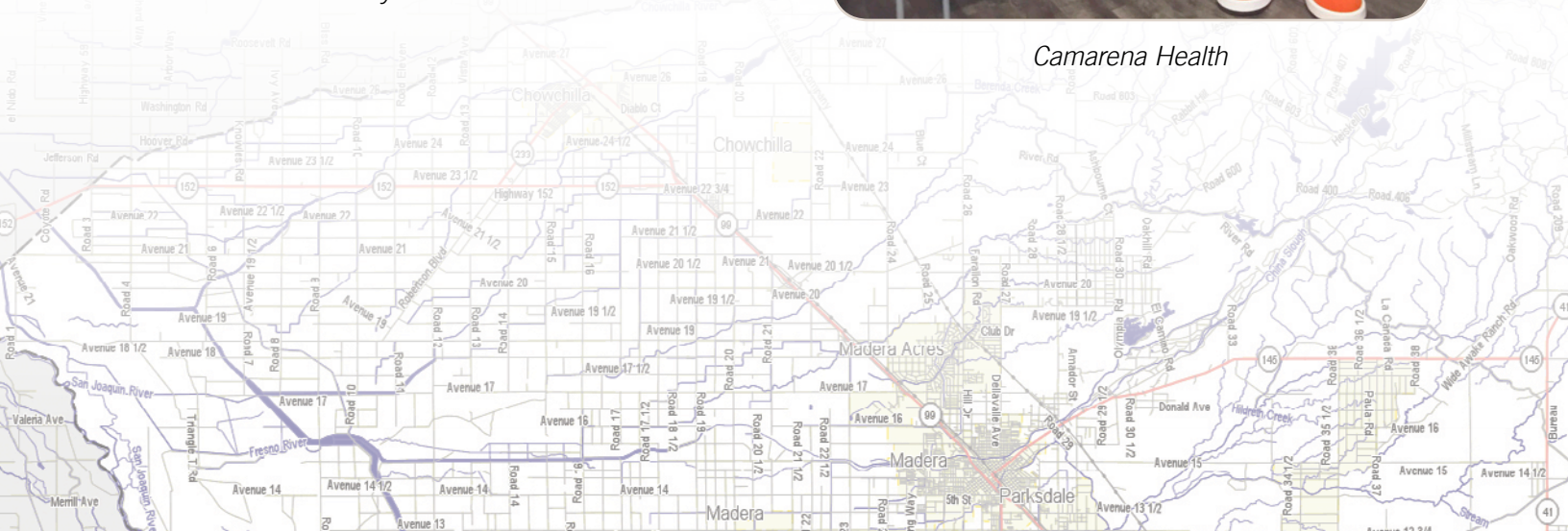
Valley Children's Healthcare

Madera Community Hospital earned **recognition in 2018 for excellence in childbirth care** by achieving the federal goal of reducing births via cesarean section (c-section). **The hospital is included in the Smart Care C-Section Honor Roll**, recognizing hospitals meeting or surpassing a federal target of less than 23.9% of births via C-section in first-time mothers with low-risk pregnancies.

Camarena Health opened its **first health center for kids** in Madera. The new site is located in downtown Madera and includes **15 exam rooms** and a **behavioral health counseling office**. The facility includes **four pediatricians** and a **nurse practitioner**. Camarena also has a **new multi-family health center** set to open in **Chowchilla** in the Fall of 2019.



Camarena Health



MISSION STATEMENT & SERVICES

Mission

“MCEDC’s mission is to support dynamic and diverse industry sectors that provide family sustaining wages and a high quality of life.”

MCEDC is available to help businesses become more profitable by locating in the geographic center of California, where all modes of distribution transportation converge – freeways, rail, trucking, and air.

Public Services

- Project Assistance
- Small Business Assistance
- Business Incentive Information
- Small Business Gap Financing
- Industrial & Commercial Site Selection
- Site Tours
- Demographics
- Information on Workforce Programs
- Consult businesses regarding tax incentives

Economic Development Services

- Recruitment & Location of new business—Manage County attraction programs.
- Economic Research—Bi-Annual Vacancy Reports.
- Public Policy Advocacy—A business advocate for infrastructure, zoning and development issues impacting businesses.
- Business Advocacy—Manage the Greater Madera County Industrial Association (GMCIA).
- Infrastructure Development—Initiating and securing funding needed for key infrastructure projects.
- Retention & Expansion of existing business.

- Administrator of the County’s Comprehensive Economic Development Strategy (CEDS).
- Member of the California Central Valley Economic Development Corporation (CCVEDC). MCEDC sits as Madera County’s representative on this regional marketing group consisting of the eight counties of the San Joaquin Valley. The group’s mission is to promote job creation in the valley, mountain, and desert communities located in the San Joaquin Valley.

Management of Incentive Programs:

- CalRecycle’s **Recycling Market Development Zone** (RMDZ) program combines recycling with economic development to fuel new businesses, expand existing ones, create jobs, and divert waste from landfills. This program provides attractive loans, technical assistance, and free product marketing to businesses that use materials from the waste stream for their manufacturing. To participate, a business must be located in a RMDZ. All of Madera County is a RMDZ so businesses within the county automatically are given the opportunity to benefit from the RMDZ program.
- **Foreign Trade Zone** (FTZ) is a designated area that is for Customs purposes, considered to be outside of the United States. Nearly any imported merchandise can be brought into a Foreign Trade Zone duty-free.
- **Opportunity Zones** are a federal economic development tool aiming to improve the outcomes of distressed communities. They offer tax incentives to groups who invest and hold their capital gains in zone assets or property for at least five years, and a permanent exclusion from a tax on capital gains from the Opportunity Zone’s investments held for ten years. Madera County has five designated census tracts included.



Madera County, California

“The Perfect Location”



The World Champion robot from the Madera High School Robotics team

Photo: Madera Unified School District

COMMISSIONERS

Brad Ditton

BASS LAKE CHAMBER OF
COMMERCE
Chairperson

Robert Poythress

MADERA CHAMBER OF
COMMERCE

Ron Flores

INDUSTRY-AT-LARGE

Brett Frazier

MADERA COUNTY BOARD
OF SUPERVISORS

Andy Medellin

CITY OF MADERA

Waseem Ahmed

CITY OF CHOWCHILLA

Mary Diebert

PUBLIC UTILITY

Paige Hill

CHOWCHILLA CHAMBER OF
COMMERCE

Dee Salazar

NORTH FORK CHAMBER OF
COMMERCE

Darin Soukup

OAKHURST CHAMBER OF
COMMERCE

J Carol Graham

COARSEGOLD CHAMBER

Ollia Ridge

GOLDEN VALLEY CHAMBER

Tracie Scott-Contreras

WORKFORCE
DEVELOPMENT BOARD OF
MADERA COUNTY

STAFF

Bobby Kahn

Executive Director

Julie Herd

*Business Development
& Marketing Manager*

Lois Leonard

*Business Assistance
& Office Manager*



Madera County Economic Development Commission

2425 WEST CLEVELAND AVENUE, SUITE 101. MADERA, CALIFORNIA 93637

(559) 675-7768 ■ Fax (559) 675-3252 ■ info@maderacountyedc.com ■ maderacountyedc.com



MCEDC would like to thank Creative Copy of Madera for their assistance in the printing of this Annual Report along with other projects for MCEDC.
REV 2019-12-03-1223