

M A D E R A C O U N T Y
ECONOMIC DEVELOPMENT
COMMISSION
Executive Committee

December 11, 2024

9:00 am

Meeting will be held at:

**Madera County Economic Development Commission
2425 West Cleveland Ave. Suite 101
Madera, CA 93637**

(This meeting is open to the public. The public may attend in person or participate via zoom. Zoom information is shown at the end of the agenda)

A G E N D A

REASONABLE ACCOMMODATION FOR ANY INDIVIDUAL WITH A DISABILITY

Pursuant to the Rehabilitation Act of 1973 and the Americans with Disabilities Act of 1990, any individual with a disability who requires reasonable accommodation to attend or participate in a meeting or function of the Madera County Economic Development Commission, may request assistance by contacting the Office Manager at Madera County Economic Development Commission Office, 2425 W. Cleveland Ave., Madera, CA 93637; Telephone (559) 675-7768; Fax 9559) 675-3252.

- 1.0 Call to Order**
- 2.0 Public Comment-** *This time is made available for comment from the public on matters within the Commission's Jurisdiction. Comment period will be limited to 15 minutes, each speaker will be limited to 3 minutes and only one speaker. per subject matter.*
- 3.0 Introductions and Recognitions**
- 4.0 Consideration of Agenda**
- 5.0 Consent Calendar**
 - 5.1 Madera County Economic Development Commission Executive Committee Minutes – November 13, 2024**
 - 5.2 Madera County Economic Development Commission Financial Report- November 2024**

6.0 Action Items

6.1 Amendment to the contract between Robert Kahn, Jr. and Madera County Economic Development Commission

7.0 Informational Items

8.0 Written Communication

9.0 Open Discuss/Reports/Information

9.1 Executive Committee Members

9.2 Executive Director

a) 2024 Mid-Year Update

9.3 Manager of Business Development and Marketing

9.4 Business Assistance/Office Manager

10.0 Next Meeting

The next meeting will be held with the Board of Commissioners on January 8, 2025.

11.0 Adjournment

Join Zoom Meeting

<https://us06web.zoom.us/j/8212068981?omn=87382449361>

Meeting ID: 821 206 8981

One tap mobile

+14086380968,,8212068981# US (San Jose)

MADERA COUNTY ECONOMIC DEVELOPMENT COMMISSION
EXECUTIVE COMMITTEE
2024-2025

ATTENDANCE

2024	July	Aug	Sept	Oct 2 & 7	Nov	Dec
Rob Poythress <i>Madera Chamber</i>	X	X	NQ	X	O	
Jordan Wamhoff <i>Board of Supervisors</i>	X	O	NQ	X	X	
Waseem Ahmed <i>City of Chowchilla</i>	O	X	NQ	X	X	
Santos Garcia <i>City of Madera</i>	X	X	NQ	X	X	
Brad Ditton Past-Chair	O	O	NQ	O	O	

2025	Jan	Feb	March	April	May 8	May 23
Rob Poythress <i>Madera Chamber</i>						
Jordan Wamhoff <i>Board of Supervisors</i>						
Waseem Ahmed <i>City of Chowchilla</i>						
Santos Garcia <i>City of Madera</i>						

BC -Board of Commissioners, NM- No Meeting, NQ- No Quorum

M A D E R A C O U N T Y
ECONOMIC DEVELOPMENT
COMMISSION
E x e c u t i v e C o m m i t t e e

November 13, 2024

MINUTES

PRESENT: Santos Garcia, Jordan Wamhoff, Waseem Ahmed, Maiknue Vang

ABSENT: Rob Poythress

STAFF: Lois Leonard, Interim Director Bobby Kahn, Kristina Gallagher

1.0 CALL TO ORDER

The meeting was called to order at 3:01 p.m. by Vice-Chair Vang.

2.0 PUBLIC COMMENT- None.

3.0 INTRODUCTIONS & RECOGNITION -

4.0 CONSIDERATION OF AGENDA-

On motion by Commissioner Ahmed and seconded by Commissioner Wamhoff as presented. Motion carried.

5.0 CONSENT CALENDAR

**5.1 Madera County Economic Development Commission
Executive Committee Minutes – August 14, October 2 & 7, 2024**

**5.2 Madera County Economic Development Commission
Financial Report- October 2024**

On motion by Commissioner Garcia and seconded by Commissioner Ahmed the consent calendar is approved as presented. Motion carried.

6.0 ACTION ITEMS-

6.1 Adoption of Contract/Executive Director

On motion by Commissioner Garcia and seconded by Commissioner Ahmed to approve the contract for Kristina Gallagher as the Executive Director of the Madera County Economic Development Commission under the following terms. Motion carried.

TERM: the term of this Agreement is for three years commencing November 4, 2024 and terminating October 31, 2027 and shall continue from year to year Thereafter, unless either party shall give notice of termination.

Compensation

- a) During the initial 12 months of employment, the COMMISSION shall pay DIRECTOR shall accept as full salary for service rendered hereunder the sum of \$11,666.67 per month (\$140,000 per year).
- b) Upon completion of twelve (12) months of employment, and annually thereafter the parties hereto agree to increase DIRECTOR's annual salary by the annual State Consumer Price Index increase, to not exceed three percent (3%) plus one Percent (1%).

Fringe Benefits

- a) COMMISSION will pay contributions to a retirement plan equal to 7.5 percent (7.5%) of DIRECTOR's salary. DIRECTOR's contribution will be equal to 7.5 percent (7.5%) of his salary.
- b) DIRECTOR may contribute to a deferred compensation plan which will be funded solely by DIRECTOR.
- c) COMMISSION will provide term life insurance coverage for death benefits in the amount of fifty thousand dollars (\$50,000.00).

- d) COMMISSION will provide health, dental, and vision insurance coverage of DIRECTOR and any dependents. COMMISSION shall pay 100 percent (100%) of the cost of such coverage for DIRECTOR and 50 percent (50%) of the cost for said dependents.
- e) COMMISSION will provide long-term disability insurance coverage with benefits equal to sixty-six and two-thirds percent (66 2/3%) of DIRECTOR's monthly base salary.
- f) COMMISSION will provide a surety bond or its equivalent for coverage of any claims related to liability or errors and omissions related to the conduct of COMMISSION business, at the expense of COMMISSION.
- g) Vacation, Leave Sick Leave, and Holidays.
Effective November 1, 2024, DIRECTOR will receive 3 weeks of vacation, 8 hours of sick leave per month, and 10 holidays as listed in the Employee Manual.
- h) COMMISSION will provide vehicle mileage allowance for use of DIRECTOR's personal vehicle equal to the Internal Revenue Service (IRS) adopted mileage rate per mile for business-related travel both inside and outside the county.
- i) DIRECTOR will be paid all usual and normal costs and expenses incurred in connection with his employment, which may include telephone, business, travel, food, and lodging, and other such expenses in accordance with COMMISSION.

- j) DIRECTOR may seek membership in related and appropriate professional associations and organizations.
- k) COMMISSION shall provide DIRECTOR a cellular telephone at COMMISSION expense.

6.2 MCEDC Signers on Bank Accounts

On motion by Ahmed and seconded by Commissioner Garcia to add Kristina Gallagher and Jordan Wamhoff to the MCEDC bank account # 5105218. Add Kristina Gallagher to Citizen's Business Bank CD #59901626 and Central Valley Community Bank CD # 12400414 and all other MCEDC banking accounts. Motion carried.

7.0 INFORMATIONAL ITEMS – None.

8.0 WRITTEN COMMUNICATION- None.

9.0 OPEN DISCUSSION/REPORTS/INFORMATION

9.1 Executive Committee Members

Commissioner Vang (Workforce Development Board) – *reported they supported Madera Community Hospital's job fair on Oct. 19th and 21st. They interviewed 1,349 people on the spot. The hospital has offered positions to 135 people, where 75% came from the job fair. They hope to have 200 employees when they open the hospital in early January. They are still looking for ER nurses and will hold more targeted job fairs to fill those positions that they still need. Workforce was able to get an extension on the Rapid Response funds they received to specifically help the hospital. Looking at those funds to help upscale workers once hired at the hospital. Workforce was awarded a James Irvine Foundation Grant.*

Commissioner Wamhoff (Board of Supervisors) – *reported on the 452-acre development on the Valley Children's Healthcare campus. He had an open house in the Ranchos where Caltrans, County Staff, CHP, Sheriff's and engineers showed maps of the upcoming road improvements in the region. Road improvements were discussed included Road 10-1/2 to 15, 12 to Rio Mesa and Avenue 12 upgrade project. Reported on future commercial projects in the area. The Amtrak Station has been approved for relocation to Avenue 12 near Madera Community College. Madera Community College is working on having an Agave Program at the college. They have leased a distillery in the Ranchos and have partnered up with some growers who have planted agave. The college is working on curriculum for the program.*

Commissioner Admed (City of Chowchilla): High Speed Rail will hold a meeting in Chowchilla on the 18th. Reported on the water project in Fairmead and the paving of Ave 24 to Chowchilla. After some PG&E/Union Pacific

issues, Auto Zone should open mid-January.

9.2 Interim Executive Director- *as reported he provided a detailed list of activities in the packet. Kristina Gallagher reported she's had a production week and ½. Thanked Commissioner Wamhoff for setting up a meeting with Tim Jones.*

9.3 Manager of Business Development and Marketing- *as presented.*

9.4 Business Assistance/Office Manager- *as presented. Reported the CEDS was approved by the EDA for a five year period. Public comment will end on November 17, 2024.*

10.0 NEXT MEETING- *On motion by Commission Wamhoff and seconded by Commissioner Garcia, the next meeting will be held on December 11, 2024 at 9am. Motion carried.*

11.0 ADJOURNMENT- *The meeting was adjourned at 3:52 p.m.*

Respectfully submitted, Lois Leonard, Recording Secretary

Nov 24

Ordinary Income/Expense

Income

4100 · City-County Contributions

4130 · County of Madera 11,993.87

Total 4100 · City-County Contributions 11,993.87

4151 · Special Events 3,900.00

Total Income 15,893.87

Gross Profit 15,893.87

Expense

5000 · Salaries

5001 · Salaries- MCEDC 18,067.05

Total 5000 · Salaries 18,067.05

5100 · Employee Expense

5110 · FICA ER 1,037.94

5120 · Medicare ER 242.74

5131 · ICMA Retirement 1,355.03

5150 · Insurance

5151 · Dental 109.45

5152 · Medical 3,420.50

5153 · Vision 18.77

Total 5150 · Insurance 3,548.72

5160 · LT Disability 45.88

5180 · Staff Mileage 79.06

5195 · Executive Director-Cell Phone 99.00

Total 5100 · Employee Expense 6,408.37

5200 · Marketing

Chicago Mission 2,666.37

5200 · Marketing - Other 5,902.32

Total 5200 · Marketing 8,568.69

6170 · Equipment Rental 233.75

6260 · Printing and Reproduction 91.19

6290 · Rent 1,985.74

6300 · Repair and Maintenance

6301 · Office Maintenance 200.00

6302 · Computer Repairs 308.44

Total 6300 · Repair and Maintenance 508.44

6331 · Commissioner Expense 114.41

6340 · Telephone 369.57

6390 · Utilities 498.15

6450 · Contract Service 12,500.00

6550 · Office Expense 153.28

6670 · Special Events Expense 4,124.00

6950 · CDBG Expense - Misc 85.00

7000 · Other Expenses

7120 · Equipment Purchase	
7122 · Comp Equip/Tech Upgrade	2,157.69
Total 7120 · Equipment Purchase	<u>2,157.69</u>
Total 7000 · Other Expenses	<u>2,157.69</u>
Total Expense	<u>55,865.33</u>
Net Ordinary Income	<u>-39,971.46</u>
	<u>-39,971.46</u>

BUDGET vs ACTUAL

	TOTAL			
	Jul - Nov 24	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4000 · Grants				
4040 · CDBG Grant-City of Madera	0.00	5,000.00	-5,000.00	0.0%
Total 4000 · Grants	0.00	5,000.00	-5,000.00	0.0%
4100 · City-County Contributions				
4110 · City of Chowchilla	19,308.64	38,617.27	-19,308.63	50.0%
4120 · City of Madera	93,040.68	186,081.37	-93,040.69	50.0%
4130 · County of Madera	40,131.03	224,339.41	-184,208.38	17.89%
Total 4100 · City-County Contributions	152,480.35	449,038.05	-296,557.70	33.96%
4149 · Private Memberships	0.00	10,000.00	-10,000.00	0.0%
4150 · Miscellaneous Income	0.00	0.00	0.00	0.0%
4151 · Special Events	8,440.00	8,500.00	-60.00	99.29%
Total Income	<u>160,920.35</u>	<u>472,538.05</u>	<u>-311,617.70</u>	<u>34.05%</u>
Gross Profit	160,920.35	472,538.05	-311,617.70	34.05%
Expense				
5000 · Salaries				
5001 · Salaries- MCEDC	64,825.20	249,404.58	-184,579.38	25.99%
Total 5000 · Salaries	64,825.20	249,404.58	-184,579.38	25.99%
5100 · Employee Expense				
5110 · FICA ER	3,601.34	15,463.08	-11,861.74	23.29%
5120 · Medicare ER	842.25	3,616.36	-2,774.11	23.29%
5131 · ICMA Retirement	4,861.91	18,705.34	-13,843.43	25.99%
5150 · Insurance				
5151 · Dental	574.74	2,560.69	-1,985.95	22.45%
5152 · Medical	18,166.50	61,195.91	-43,029.41	29.69%
5153 · Vision	100.09	414.83	-314.74	24.13%
5150 · Insurance - Other	0.00	0.00	0.00	0.0%
Total 5100 · Insurance	18,841.33	64,171.43	-45,330.10	29.36%
5160 · LT Disability	274.61	1,697.26	-1,422.65	16.18%

5170 · Insurance - Worker's Comp	0.00	3,630.00	-3,630.00	0.0%
5180 · Staff Mileage	223.11	3,500.00	-3,276.89	6.38%
5190 · Staff Expense	0.00	2,500.00	-2,500.00	0.0%
5195 · Executive Director-Cell Phone	149.00	1,200.00	-1,051.00	12.42%
Total 5100 · Employee Expense	28,793.55	114,483.47	-85,689.92	25.15%
5200 · Marketing	20,218.70	42,000.00	-21,781.30	48.14%
5400 · Conference & Training	0.00	2,500.00	-2,500.00	0.0%
6160 · Organization Dues	770.00	1,500.00	-730.00	51.33%
6170 · Equipment Rental	1,004.81	3,000.00	-1,995.19	33.49%
6230 · Publications/Directories	50.00	500.00	-450.00	10.0%
6250 · Postage and Delivery	0.00	250.00	-250.00	0.0%
6260 · Printing and Reproduction	91.19	250.00	-158.81	36.48%
6270 · Newsletter	0.00	2,000.00	-2,000.00	0.0%
6290 · Rent	11,875.51	26,000.00	-14,124.49	45.68%
6300 · Repair and Maintenance				
6301 · Office Maintenance	1,090.46	3,100.00	-2,009.54	35.18%
6302 · Computer Repairs	308.44	1,000.00	-691.56	30.84%
6304 · Copier Maintenance	0.00	500.00	-500.00	0.0%
6300 · Repair and Maintenance - Other	0.00	0.00	0.00	0.0%
Total 6300 · Repair and Maintenance	1,398.90	4,600.00	-3,201.10	30.41%
6331 · Commissioner Expense	165.68	200.00	-34.32	82.84%
6340 · Telephone	1,643.32	3,500.00	-1,856.68	46.95%
6390 · Utilities	2,840.21	6,500.00	-3,659.79	43.7%
6550 · Office Expense				
6560 · Payroll Expenses	0.00	500.00	-500.00	0.0%
6550 · Office Expense - Other	1,992.99	2,000.00	-7.01	99.65%
Total 6550 · Office Expense	1,992.99	2,500.00	-507.01	79.72%
6555 · Insurance - Office	1,985.11	2,100.00	-114.89	94.53%
6670 · Special Events Expense	4,624.00	4,500.00	124.00	102.76%
6950 · CDBG Expense - Misc	255.00	0.00	255.00	100.0%
6980 · Audit	0.00	5,250.00	-5,250.00	0.0%
7000 · Other Expenses				
7120 · Equipment Purchase				
7122 · Comp Equip/Tech Upgrade	2,626.44	1,000.00	1,626.44	262.64%
7120 · Equipment Purchase - Other	-1,350.00	500.00	-1,850.00	-270.0%
Total 7120 · Equipment Purchase	1,276.44	1,500.00	-223.56	85.1%
7000 · Other Expenses - Other	0.00	0.00	0.00	0.0%
Total 7000 · Other Expenses	1,276.44	1,500.00	-223.56	85.1%
Total Expense	143,810.61	472,538.05	-328,727.44	30.43%
Net Ordinary Income	17,109.74	0.00	17,109.74	100.0%
	17,109.74	0.00	17,109.74	100.0%

Agenda Item 6.1
Memo

December 11, 2024

To: Madera County Economic Development Commission (MCEDC) – Executive Committee

From: Bobby Kahn, Interim Executive Director

Re: Amendment to Contract

Subject

The contract with Bobby Kahn to serve as the Interim Executive Director was a 30-day contract that automatically renewed itself unless one party gave a 30 day notice to cancel. Bobby is planning on leaving his role as the full-time Interim Executive Director as of December 20, 2024, and is suggesting the contract be amended to an hourly basis to allow him to assist the new Executive Director on an as needed basis.

Recommendation

To approve an amendment to the current contract with Robert Kahn, Jr. to change the compensation for services from \$12,500 per month, plus expenses to \$125.00 per hour, plus expenses and give the authority to the Executive Director to contract with him on an as-needed basis.

Background

MCEDC executed a contract with Robert (Bobby) Kahn, Jr. effective June 20, 2024, to serve as the Interim Executive Director at the rate of \$12,500 per month plus expenses. The contract was a 30-day contract that automatically renewed 30 days at a time until one provided a 30 day notice to terminate. Effective December 20, 2024, Bobby is planning to discontinue to work on a full-time basis and is requesting the contract be amended to allow him to work on an “as-needed” basis at the request of the Executive Director. All other terms and conditions of the contract will remain the same and can still be terminated by either party with a 30-day notice. This will allow the current Executive Director to have the discretion to request assistance on special projects as she continues to onboard.

Reason for Recommendation

The amendment to the contract will provide the Executive Director with the discretion to continue to use the services of Robert Kahn, Jr. for special projects and reduces the cost of having a full-time consultant.

Fiscal Impact

Amending the contract will reduce the cost of having a full-time consultant and only pay an hourly fee for services.

Agenda Item 9.2a

TO: Madera County Economic Development Commission Executive Committee

FROM: Kristina Gallagher, Executive Director, Madera County Economic Development Commission

RE: 2024 Mid-Year Update

DATE: December 11, 2024

As 2024 is coming to a close, we are seeing continuous growth in Madera County and its two cities, with a number of projects planned for 2025 and beyond.

There has been a lot of activity on the State Highway 41 corridor including Valley Children's Hospital's new plan referred to as "The Hill" that will be developed on excess property owned by the hospital, which will include both housing and commercial amenities. North of the hospital is Gunner Ranch West, which is a multi-use planned community that is fully entitled. We anticipate the groundbreaking of the backbone infrastructure will begin in about 12-24 months.

Riverstone will continue to expand both its residential and commercial development and is looking at both commercial and office tenants. The master-planned community plans to have 6,578 residences at build out, as well as the expansion of its clubhouses and plans for additional outdoor recreation areas. Riley's Brewery still has plans to open on the south-east side of Riverstone.

The North Fork Mono Casino project recently broke ground off of Golden State Blvd, just north of Ave 17 with a phased in plan to complete construction of the casino by the end of 2025 or beginning of 2026. The next phase of construction of the hotel and resort is planned to begin sometime after the initial construction of the casino, with an estimated 5-10 year plan to expand.

The City of Madera will be seeing significant growth as Village D, the master-planned community on the west side of the municipal golf course, is fully entitled to build approximately 10,000 housing units, and will also include commercial development and industrial development. The unprecedented project in the city will create walkable and bikeable streets and integrates open space in the city limits. The plan proposes to implement a village that would create opportunities for commercial development to be integrated with park and open space amenities.

The Madera Community Hospital is planning to open its doors in mid-January of 2025. The hospital has been closed since January of 2023 but has since been completely updated on the interior and exterior and is in the midst of hiring staff. We believe there will be a strong turnaround and a much more vital hospital than before. The hospital has 5-10 year plans to eventually expand the surrounding excess land with residential and/or commercial development.

The City of Chowchilla is continuing to grow with the new 560,000 square foot AutoZone Distribution Center to open in the first quarter of 2025 along Highway 99 and Chowchilla Blvd. The warehouse will be creating approximately 280 new jobs for the surrounding area. The City of Chowchilla also has a plan for at least one, but possibly two subdivisions on the west and east side of the highway.

State Legislature

The 2025-26 Legislature convened for an organizational session on December 2, 2024, where newly elected Legislators were sworn into office. Concurrently, the Administration convened a special session beginning December 2, 2024, that proposes to create a litigation fund to increase the state's legal resources in response to the incoming federal administration's policy proposals. During this process, the Administration, Legislative leadership and the Attorney General will work to advance the legislation that is expected to be introduced in the state Legislature and is expected to reach the Governor's desk and signed into law before January 20, 2025.

The Legislature adjourned and will reconvene on January 6, 2025, to begin the first year of the two-year session. In the meanwhile, the State Budget will be released by January 10th while the last day for bills to be introduced will be on February 21, 2025. The Legislative Analyst's Office (LAO) released the 2025-26 Budget Fiscal Outlook stating that revenues are running ahead of the broader economy and earnings of high-income Californians have surged in recent months. They also stated that although revenues are running ahead of budget act assumptions, those improvements are roughly offset by spending increases across the budget, meaning that the state budget is roughly balanced.

The California Central Valley Economic Development Corporation will be commencing on January 21st-22nd for their annual legislative mission, when members of the Corporation will be meeting with delegates of each respective regions to discuss the importance of state funding for the economic development of the central valley, as well as hear from the Legislators and the Administration on their priorities for the year.

As you are already aware, AB 98 was signed into law on September 29, 2024, and will be effective beginning January 1, 2026. This bill was an effort to regulate warehouse and trucking activity to reduce greenhouse gas emissions, which will impose costs and regulatory burdens to warehouse and truck operators in California. Further, the bill requires cities and counties to update their circulation elements by January 1, 2028.

The bill focuses on regulating the construction and operation of new or the expansion of current warehouses that are 250,000 square feet or larger, which in result hinders economic development, limiting job growth and the economic value that comes with new or expanded businesses. The main provisions of the bill establish buffer zones between warehouses and sensitive areas such as homes, schools and parks, establish truck routes that avoid residential areas, and require installation of energy saving features such as solar panels and electric vehicle charging stations. Warehouse operators will likely see increased costs and the need for different truck routing plans, while the buffer zones will limit the availability of land for new developments, all while the changes to the circulation element will place a hardship on local governments. We have been told that there could be follow-up legislation in 2025 to amend the law, although there haven't been any details released at this point in time.

Federal Infrastructure Investment and Jobs Act

In 2021, the Infrastructure Investment and Jobs Act (IIJA) was signed into law, which aims to improve transportation infrastructure including highways, public transit, rail, bridges, and goods movement. The Act goes beyond just surface transportation and includes drinking water and wastewater infrastructure, ports, waterways, and airports. The bill included \$1.2 trillion in investments over five years, from Federal Fiscal Year (FFY) 2022 through FFY 2026. In the last three years, California received more than \$61.5 billion in funding for projects. The IIJA is set to expire in 2026 and would need to be reauthorized during the next administration. The discussions around its reauthorization will begin in 2025 when committees will begin to go over the successes and failures of the Act. Based on these conversations, IIJA can be morphed into a different bill focusing on different aspects of infrastructure.

Other Economic Development Projects of Interest

King Husein School – The owner of SPAN construction, King Husein has donated 50 acres of land to create a unique, state of the art pre-K through 8th grade school that will include a private school-style curriculum for public school students in the City of Madera. The King Husein School is expected to open August 2026 and will serve up to 1,000 students.

Starbucks – The County began the initial planning process for a Starbucks on the corner of Ave 15 and Hwy 41.

Vezina Industries – Church and Dwight Co. recently closed, and Vezina Industries, a window manufacturing company that is currently on Ave 9 will be soon relocating to this site.

Smart and Final – Now open on West Cleveland Ave.

Ross Dress for Less – Now open on West Cleveland Ave.

Conclusion

We look forward to continuing our discussions on economic opportunities for Madera County, the City of Madera and the City of Chowchilla and will continue to work with staff to keep the Commission updated. As always, should you or your staff have any questions, please don't hesitate to let us know.

M A D E R A C O U N T Y
ECONOMIC DEVELOPMENT
COMMISSION
E X E C U T I V E C O M M I T T E E

TO: Madera County Economic Development Executive Committee
FROM: Lois Leonard, Business Assistance & Office Manager
DATE: December 11, 2024
SUBJECT: Staff Report

CDBG RLF PROGRAM STATUS

- **Madera County Business Assistance/Microenterprise Program
Income Trust Fund Balance= \$589,938.64**
- **City of Madera Program Income Trust Fund Balance- \$ 362,847**

LOAN STATUS

See attached

CITY OF MADERA MICRO BUSINESS PANDEMIC GRANT

28 grants approved with two grants available to complete the program. Two grants are available.

M A D E R A C O U N T Y

***ECONOMIC DEVELOPMENT
COMMISSION***

**R E V O L V I N G
L O A N F U N D
S T A T U S**

<u>CLIENT</u>	<u>STATUS</u>	<u>AGENCY</u>	<u>11/30/24 Balance</u>
Jairo Sepulveda DDS., Inc.	Over 180 days	City of Madera	\$2,064.36
Thrive Dance Academy	Over 180 days	City of Madera	\$17,275.72
Axis Coffee Bar & Eatery	Current	Madera County	\$12,728.71
GQ Investments	Over 90 days	City of Madera	\$61,414.51
Sierra News Online	Over 180 days	Madera County	\$27,538.84
Yosemite Drug	Current	Madera County	\$17,633.15

MCEDC's Report of Activities

July 2024– Current

Manager of Business Development & Marketing
Madera County Economic Development Commission



MADERA COUNTY EDC
ECONOMIC DEVELOPMENT COMMISSION

Fiscal Year Lead Management (11)

*MC= Madera County, M= Madera & C= Chowchilla

Client	Date	Industry	Site Requirements	Source	Jurisdictions*			Status	Notes
					MC	M	C		
2024									
2415	9/20/2024	Commercial	100 acres	MCEDC	x	x		Active	9/20/2024: Met with client discussed commercial center
2414	9/18/2024	Medical/retail		MCEDC			X	Active	9/18/2024: Met with client discuss site
2413	9/9/2024	Warehouse	30,000	Go Biz		X		Active	9/19/2024: RFI was submitted
2412	9/5/2024	Medical/office		MCEDC		X		Active	9/5/2024: Meet with client regarding project
2411	8/29/2024	Manufacturing	60-100K	Go Biz	X	X	X	Active	9/5/2024: RFI was submitted
2410	8/23/2024	Warehouse	165 acres	CCVEDC	X			Active	9/03: Site was submitted and call with a potential client
2409	8/06/2024	Warehouse		MCEDC		X		Active	8/06: Met with Client and discussed potential expansion
2408	7/23/2024			MCEDC	X	x		Active	7/23/2024: Developer and IED have met to discuss a potential project
2407	7/22/2024	Manufacturing	-	MCEDC		X		Active	7/22/24: owner and IED met to discuss expansion and training
2406	7/1/2024	Office		MCEDC	X	X		Active	7/1/2024: IED met with broker to discuss potential project
2405	6/13/2024	Manufacturer	350-600k sq ft.	CCVEDC	X	X	X	Active	6/13/2024: Proposal Submitted
2404	5/6/2024	Manufacture	5-20 acres; 200k sq ft	MCEDC	X			Active	5/6/2024: Client has been connected with broker
2403	5/6/2024	Manufacturing/Warehouse	20 acres	CCVEDC	X	X	X	Active	5/6/2024: Proposed sites have been sent for review
2402	5/3/2024	Retail/Fuel			X	X	X	Active	5/3/2024: Client has been connected with broker
2401	4/26/2024	Manufacturing	50-100,000	CCVEDC	X	X	X	Active	5/2024: MCEDC submitted sites , awaiting response
2023									
2315	11/13/2023	Energy	260-315,000 sq ft	Go Biz	x	x	x	Active	1/2024: Waiting on response

2314	8/8/2023	Medical		MCEDC			X	On Hold	8/2023: No response from client
2313	7/2023	Transportation	10-15,000 sq ft	MCEDC		x	x	Active	7/2023: the client has been set up with an agent for a potential site
2312	7/2023	Entertainment		MCEDC	x	x		On Hold	7/2023: Initial correspondence has been made no response
2311	6/2023	Recreational		MCEDC				On Hold	6/2023: The client has been advised and searching for property
2310	6/2023	Warehouse	1 acre	MCEDC	x	x		On Hold	6/2023: The client has been advised and searching for property
2309	5/26/2023	Recycling	2 acres 30-35k sq ft	Go Biz	X	X	X	On Hold	5/2023: MCEDC has sent a proposal for review
2308	5/2023	Manufacture		MCEDC	X	X		On Hold	5/2023: Discussed potential expansion
2307	4/2023	Transportation						On Hold	4/2023: The client is in search of a property
2306	3/24/2023	Energy	55,000 sq ft	Go Biz	x	x	x	Active	2/2023: City Staff and client have met to discuss the project
2305	2/2023	Travel	10 acre	Chowchilla			X	Active	5/2024: City Staff and development site planning
2304	2/28/2023	Bio Lab	10-50k sq ft	MCEDC				On Hold	2/2023 Client and broker have been connected
2303	2/13/2023	Transportation	250-300k sq ft	MCEDC	x	x		On Hold	7/2023: no response from the client
2302	1/30/2023	Manufacture/Warehouse						On Hold	1/2023: initial meeting with a potential client
2301	1/18/2023	Equipment		MCEDC	X	X		Complete	10/2023: Business operating

Joint Power Agencies Activity

*BA= Business Assistance, BE= Business Expansion, BR- Business Retention

Jurisdiction	Date	Activity	Staff	Agency Member	Project Assistance	Type Assistance*			Notes:
						BA	BE	BR	
Chowchilla									
	11/21/2024	Meeting	KG BK	Staff					Met with Rod Pruet-introduction/updates
Madera									
	10/10/2024	Phone	BK	Staff		X			Arnoldo-ZND US
	9/10/2024	Meeting	BK	Staff	X				Will Tackett Professional office development
	9/4/2024	Meeting	BK	Staff		X			Equipment Share road improvements
	7/10/24	Meeting	BK	Staff	x				Project Foxglove Update
County									

	11/25/2024	Meeting	KG Bk				Jamie Bax/client regard CUP
	11/12/2024	Meeting	KG BK				Board of Supervisors-Introduction
	11/19/2024	Meeting	KG BK				Matt Treber/Jamie Bax Inntroduction
	11/6/2024	Meeting	KG BK	Staff			Jay Varney-introduction
	9/17/2024	Meeting	Bk	Staff			Matt Treber regarding Eddy project
	7/12/2024	Meeting	BK	Staff			Jay Varney, Matt Treber projects updates
	7/3/2024	Meeting	BK	Staff			Jay Varney, : county projects update

Memberships/Partners

Name	Date	Place	Activity	Contacts	# Meetings/Leads	Notes:
CCVEDC	California Central Valley Economic Development Corporation					
	11/15/2024		Meeting			Monthly Meeting
	9/20/2024	Zoom	Meeting			Monthly Meeting
	7/19/2024	Zoom	Meeting			Coordination
	7/18/2024	Zoom	Meeting			Monthly Meeting
Missions						
	Date	Place	Activity	Contacts	# Meetings/Leads	Notes:
	September 30- October 4	Chicago	Site Selecto rs	14	10	
SIOR	Society of Industrial and Office Realtors					
	9/19/2024	Fall Event				Economy and Industrial Real Estate Trends and updates
Team CA	Team California					
	n/a					
NAIOP						
	7/15/2024		In Person			Golf Tournament
CALED	California Association of Local Economic Development					
	n/a					

Affiliations

Date	Event/Activity	Staff
Governor's Office of Business and Economic Development (GO-Biz)		
7/11/2024	Tiffany Louk Introduction	MG,LL, BK
Greater Madera County Industrial Association		
11/13/24		BK/LL/KG

10/09/2024	Gave an update at their monthly meeting	BK/LL
9/11/2024		BK/LL
Madera County Workforce Investment Board		
n/a		
Eastern Madera County Foundation		
n/a		

Chambers

Name	Date	Place	Activity	Member /Staff	# Leads	Notes:
Madera Chamber	n/a					
Chowchilla Chamber	n/a					
Oakhurst Chamber	n/a					
Coarsegold Chamber	n/a					

Tradeshows/Conferences

Date	Name	Place	Notes	# Contacts	Staff
9/23-26/2024	ICSC	Palm Springs			

MCEDC EVENTS

Date	Type	Place	Speakers	Event Partners	# Attendees
10/31/2024	State of the County	Madera Municipal Golf Course	City of Chowchilla Mayor, City of Madera Mayor, Ronda Salisbury	Red Rock	TBD

Publications

Date	Title	Notes
November 2024	Annual Report/Real Estate Update	Mailed December 24

Staff Calendar

Title & Date	Activity	BA: Business Assistance PA: Project Assistance BR: Business Retention BE: Business Expansion	Notes	Staff
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Meeting 11/25/24	Meeting	BE	COO, Premium Bottled Water	KG/BK
Meeting 11/22/24	Meeting		Colliers -Introduction	KG/BK
Meeting 11/22/24	Meeting		Newmark Pearson Commercial	KG/BK
Meeting 11/21/24	Press Event		Governor's Press event regarding his upcoming Economic Statewide plan and Jobs First Initiative	KG
Meeting 11/24/24		Meeting with ZND	BK	Bk
Meeting 11/20/24	Meeting		Kirk Atamian/Todd Phillips- Introduction	KG/BK
Meeting 11/20/24	Meeting		Maiknue Vang-Workforce Programs	KG/BK
Meeting 11/19/24	Meeting		Dan Riley-Introduction	KG/BK
Meeting 11/4/2024	Meeting		Tim Jones-Riverstone/Supervisor Wamhoff	KG/BK
Meeting 11/4/24	Meeting		Maiknue Vang Workforce-Programs/Grants	KG/BK
Meeting 10/29/2024	Meeting		Workforce Plan Forum Business Division	MG
Meeting 10/8/2024	Phone Meeting	PA	Project Jet	BK
Meeting 10/07/2024	Meeting	BA	Luigi Jurius-ZND US-discussed and help moving a vendor the area	BK
Meeting 9/27/2024	Meeting	BA	Met with confidential client discuss growth avenues	BK
Meeting 9/27/2024	Meeting	BA/BE	Met with site developer updates on county wide opportunities	BK
Meeting 9/27/2024	Meeting	BA	Program Assistance	BK
Meeting 9/27/2024	Meeting	BA	Marketing –Pizza Factory	BK
Calls 9/18/2024	Phone Meeting		ICSC West Trade Show prep	BK
Event 9/7/2024	Groundbreaking		North Fork Mono Tribe Casino , over 1,000 in attendance. Expected to open 12/2025 or 1/2026	BK
Tour 8/20/2024	Tour		Evapco new facility tour	MG
Meeting 7/30/2024	Meeting	BA	Nathan Alonzo- PGE power issue	BK
Meeting 7/29/2024	Meeting		Zip Recruiter	BK
Meeting 7/25/2024	Meeting		Stephanie Moreno United Way	BK
Meeting 7/22/2024	Meeting	PA	Christian Ueland- updates	BK
Event 7/20/2024	Networking		Ross Grand Opening	MG
Meeting 7/18/2024	Meeting		Darren Rose- Project Updates	BK
Meeting 7/17/2024	Interview		Madera Tribune –Tyler Takada	BK

Meeting 7/15/2024	Meeting		S2J2 – Proposal Review Meeting	MG
Event 7/15/2024	Networking		NAIOP Golf Tournament	BK
Meeting 7/12/2024	Meeting		Kern EDC representative regarding NAIOP	BK
Meeting 7/11/2024	Meeting	PA	Nathan Alonzo-power issue	BK
Meeting 7/3/2024	Meeting		VRPA Introduction	BK,LL,MG
Meeting 7/2/2024	Meeting	BE	Tim Curley- Valley Children's	BK
Meeting 7/2/2024	Meeting		Nick Audino property inventory	BK
Meeting 7/1/2024	Meeting	PA	Buk Wagner	BK

Marketing Overview

Month	Activity		Notes	Staff
Print November 29	Annual Report		Sent mailing list to printer	LL
Print September, 15 2024	Real Estate Update Annual Report		On final draft sent revisions over to printer	MG
Webinar August 22, 2024	Training		Optimizing Google Business Profile	MG
Zoom August 21, 2024	Training		Backend Training Website	MG, LL
Print August 15, 2024	Real Estate Update		Ensuring revisions for print and updating mailers	MG
Webinar July 25, 2024	Training		Mastering Digital Metrics	MG
On-Going July 5, 2024	Real Estate Website		RE content completed and submitted for design	MG
On-Going July 5, 2024	Annual Report		AR content completed and submitted for design	MG
Website July 24, 2024	Website		Review of copy and content notes	MG,LL
Collateral 7/17/2023	Marketing		Updated Door decal to reflect new logo	MG
On-Going July 1, 2024	Real Estate Update		Collected 98 % of assets; awaiting redesign for publishing	MG
On-Going July 1, 2024	Social Media		Strategy placement as needed	MG
On-Going July 1, 2024	Website		As needed monthly property database updates	MG

Electronic Marketing

Platform	Current	Past	Highlight
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Social Media	17.9K	12.6K	AutoZone Distribution Center Post
Website	1.9K	1.3k	Groundbreaking Outbound Hotel Oakhurst
E-Biz (open rate)	34.5%	38%	Business Journal Ground Braking Casino