

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

February 12, 2025

3:00 pm

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 – December 11, 2024**
  - 5.2 Madera County Economic Development Commission Financial Report- January 2025**

**6.0 Action Items**

**6.1 MCEDC Fiscal Year 2023-2024 Audit Review and Approval**

**6.2 “Shop Local” Campaign**

**7.0 *Informational Items***

**7.1 *MCEDC Basic Service Budget-Fiscal Year 2025-2026***

**8.0 Written Communication**

*None*

**9.0 Open Discuss/Reports/Information**

**9.1 Executive Committee Members**

**9.2 Executive Director**

**9.3 Manager of Business Development and Marketing**

**9.4 Business Assistance/Office Manager**

**10.0 Next Meeting**

*The next meeting will be held on March 12, 2025.*

**11.0 Adjournment**

Join Zoom Meeting  
<https://us06web.zoom.us/j/8805111257>

Meeting ID: 880 5111 1257

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**MADERA COUNTY ECONOMIC DEVELOPMENT COMMISSION**  
**EXECUTIVE COMMITTEE**  
**2024-2025**

**ATTENDANCE**

<b>2024</b>	<b>July</b>	<b>Aug</b>	<b>Sept</b>	<b>Oct 2 &amp; 7</b>	<b>Nov</b>	<b>Dec</b>
<b>Rob Poythress</b> <i>Madera Chamber</i>	<b>X</b>	<b>X</b>	<b>NQ</b>	<b>X</b>	<b>O</b>	<b>O</b>
<b>Jordan Wamhoff</b> <i>Board of Supervisors</i>	<b>X</b>	<b>O</b>	<b>NQ</b>	<b>X</b>	<b>X</b>	<b>X</b>
<b>Waseem Ahmed</b> <i>City of Chowchilla</i>	<b>O</b>	<b>X</b>	<b>NQ</b>	<b>X</b>	<b>X</b>	<b>O</b>
<b>Santos Garcia</b> <i>City of Madera</i>	<b>X</b>	<b>X</b>	<b>NQ</b>	<b>X</b>	<b>X</b>	<b>X</b>
<b>Maiknue Vang</b> Vice-Chair	<b>O</b>	<b>O</b>	<b>NQ</b>	<b>O</b>	<b>O</b>	<b>X</b>

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

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**

**December 11, 2024**

**MINUTES**

**PRESENT:** *Jose Rodriguez, Jordan Wamhoff, Maiknue Vang*

**ABSENT:** *Rob Poythress, Waseem Ahmed*

**STAFF:** *Lois Leonard, Kristina Gallagher*

**1.0 CALL TO ORDER**

*The meeting was called to order at 9:22 a.m. by Vice-Chair Vang.*

**2.0 PUBLIC COMMENT- *None.***

**3.0 INTRODUCTIONS & RECOGNITION - *Jose Rodriguez was in attendance serving as alternate for the City of Madera.***

**4.0 CONSIDERATION OF AGENDA-**

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

**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**

*On motion by Commissioner Wamhoff and seconded by Commissioner Rodriguez the consent calendar is approved as presented. Motion carried.*

## **6.0 ACTION ITEMS-**

### **6.1 Amendment to the Contract Between Robert Kahn, Jr. and Madera County Economic Development Commission.**

*On motion by Commissioner Wamhoff and seconded by Commissioner Rodriguez to approve the amended contract between Robert Kahn, Jr. and Madera County Economic Development Commission effective December 20<sup>th</sup>. The amendment will change the compensation from \$12,500/month, plus expenses to \$125.00/hour, plus expenses and give authority to the Executive Director to contract with him on an as-needed basis. 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. Motion carried.*

## **7.0 INFORMATIONAL ITEMS – None.**

## **8.0 WRITTEN COMMUNICATION- None.**

## **9.0 OPEN DISCUSSION/REPORTS/INFORMATION**

### **9.1 Executive Committee Members**

**Commissioner Rodriguez (City of Madera):** *reported the City has a new Mayor. Cece Gallegos was sworn in as Mayor at their last meeting. The council would love to expand their industrial parks, while trying to attract manufacturing. With the Casino breaking ground, they are hoping to draw business to the city.*

**Commissioner Wamhoff (Board of Supervisors) –** *reported things are moving along in the southeastern corridor of the county. They opened a new government center in District 5. They're doing a mobility study in Oakhurst, after having a town hall. People are excited about the study. The developers in the southeastern side are all working on landing a grocery store in their development, which would help drive business in their development. He gave an update on the housing built in the area, completing 2.5 houses a day. County impact fees are dramatically increasing in 2025. The biggest issues out there are still infrastructure and traffic. All traffic improvement projects are still on time in the area. The Hill at Valley Children's is plugging away with their development. They will be signing their sports complex deal by the end of the month.*

**Commissioner Vang (Workforce Development Board) –** *reported they are currently working on their Local and Regional Plan B that must be completed every 4 years and modified every 2 years. The deadline is April 27, 2025. They have been part of the San Joaquin Valley CERF project, "S2J2" since it began. They presented to Governor Newsom a few weeks ago when he came to the Central Valley. She shared their board is in the process of restructuring their board based on the composition they are mandated to have by WIOA. They are working on adding other members not mandated by WIOA, including city leaders. They are still supporting the hospital with their Rapid Response funds. They will need to expend those dollars before March 31<sup>st</sup>.*

9.2 **Executive Director-** reviewed her Mid-Year report. She reported on the opening of King Husein PK- 8<sup>th</sup> School expected to open August 2026. They are working on a Starbucks in the county at Ave. 15/ Hwy 41, and Vezina Manufacturing is moving into the old Church & Dwight plant on Ave. 12. She attended the mobile study in Eastern Madera County as part of the advisory committee.

9.3 **Manager of Business Development and Marketing-** Executive Director Gallagher reported interviews for the position will take place on the 16<sup>th</sup> and 17<sup>th</sup> with final interviews on January 7<sup>th</sup>, 2025.

9.4 **Business Assistance/Office Manager-** as presented

10.0 **NEXT MEETING-** The next meeting will be held on January 8<sup>th</sup> with the Board of Commissioners.

11.0 **ADJOURNMENT-** On motion by Commission Rodriguez and seconded by Commissioner Wamhoff, the meeting was adjourned at 10:21 a.m.

Respectfully submitted, Lois Leonard, Recording Secretary

Jan 25

Ordinary Income/Expense

Income

4100 · City-County Contributions

4130 · County of Madera 14,993.70

Total 4100 · City-County Contributions 14,993.70

4150 · Miscellaneous Income 302.30

Total Income 15,296.00

Gross Profit 15,296.00

Expense

5000 · Salaries

5001 · Salaries- MCEDC 21,027.96

Total 5000 · Salaries 21,027.96

5100 · Employee Expense

5110 · FICA ER 1,247.04

5120 · Medicare ER 291.64

5131 · ICMA Retirement 1,577.10

5150 · Insurance

5151 · Dental 81.00

5152 · Medical 3,073.50

5153 · Vision 15.94

5150 · Insurance - Other 0.82

Total 5150 · Insurance 3,171.26

5160 · LT Disability 66.60

5170 · Insurance - Worker's Comp 488.15

5180 · Staff Mileage 67.13

5190 · Staff Expense 87.70

Total 5100 · Employee Expense 6,996.62

5200 · Marketing

SIOR 1,047.56

5200 · Marketing - Other 277.93

Total 5200 · Marketing 1,325.49

6170 · Equipment Rental 233.75

6290 · Rent 1,985.74

6300 · Repair and Maintenance

6301 · Office Maintenance 361.00

Total 6300 · Repair and Maintenance 361.00

6340 · Telephone 322.97

6390 · Utilities 463.76

6550 · Office Expense

6560 · Payroll Expenses 21.00

6565 · Software Subscription 135.00

6550 · Office Expense - Other 118.62

Total 6550 · Office Expense 274.62

6950 · CDBG Expense - Misc 85.00

7000 · Other Expenses	
7120 · Equipment Purchase	
7122 · Comp Equip/Tech Upgrade	<u>1,909.48</u>
Total 7120 · Equipment Purchase	<u>1,909.48</u>
Total 7000 · Other Expenses	<u>1,909.48</u>
Total Expense	<u>34,986.39</u>
	-
Net Ordinary Income	<u>19,690.39</u>
	-
Net Income	<u><u>19,690.39</u></u>

## Budget vs. Actual

	TOTAL			
	Jul '24 - Jan 25	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4000 · Grants				
4040 · CDBG Grant-City of Madera	1,777.90	5,000.00	-3,222.10	35.56%
4070 · County Pandemic Grant Program	0.00	0.00	0.00	0.0%
Total 4000 · Grants	<u>1,777.90</u>	<u>5,000.00</u>	<u>-3,222.10</u>	<u>35.56%</u>
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	85,710.29	224,339.41	-138,629.12	38.21%
Total 4100 · City-County Contributions	<u>198,059.61</u>	<u>449,038.05</u>	<u>-250,978.44</u>	<u>44.11%</u>
4149 · Private Memberships	0.00	10,000.00	-10,000.00	0.0%
4150 · Miscellaneous Income	302.30	0.00	302.30	100.0%
4151 · Special Events	10,090.88	8,500.00	1,590.88	118.72%
Total Income	<u>210,230.69</u>	<u>472,538.05</u>	<u>-262,307.36</u>	<u>44.49%</u>
Gross Profit	210,230.69	472,538.05	-262,307.36	44.49%
Expense				
5000 · Salaries				
5001 · Salaries- MCEDC	102,942.42	249,404.58	-146,462.16	41.28%
Total 5000 · Salaries	<u>102,942.42</u>	<u>249,404.58</u>	<u>-146,462.16</u>	<u>41.28%</u>
5100 · Employee Expense				
5110 · FICA ER	5,853.61	15,463.08	-9,609.47	37.86%
5120 · Medicare ER	1,368.98	3,616.36	-2,247.38	37.86%
5131 · ICMA Retirement	7,720.71	18,705.34	-10,984.63	41.28%
5150 · Insurance				
5151 · Dental	721.01	2,560.69	-1,839.68	28.16%
5152 · Medical	23,708.45	61,195.91	-37,487.46	38.74%
5153 · Vision	129.69	414.83	-285.14	31.26%
5150 · Insurance - Other	1.64	0.00	1.64	100.0%
Total 5150 · Insurance	<u>24,560.79</u>	<u>64,171.43</u>	<u>-39,610.64</u>	<u>38.27%</u>



5160 · LT Disability	407.81	1,697.26	-1,289.45	24.03%
5170 · Insurance - Worker's Comp	488.15	3,630.00	-3,141.85	13.45%
5180 · Staff Mileage	708.99	3,500.00	-2,791.01	20.26%
5190 · Staff Expense	265.86	2,500.00	-2,234.14	10.63%
5195 · Executive Director-Cell Phone	349.64	1,200.00	-850.36	29.14%
<b>Total 5100 · Employee Expense</b>	<b>41,724.54</b>	<b>114,483.47</b>	<b>-72,758.93</b>	<b>36.45%</b>
5200 · Marketing	20,805.13	42,000.00	-21,194.87	49.54%
5400 · Conference & Training	0.00	2,500.00	-2,500.00	0.0%
6160 · Organization Dues	950.00	1,500.00	-550.00	63.33%
6170 · Equipment Rental	1,483.92	3,000.00	-1,516.08	49.46%
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	1,452.13	2,000.00	-547.87	72.61%
6290 · Rent	15,846.99	26,000.00	-10,153.01	60.95%
6300 · Repair and Maintenance				
6301 · Office Maintenance	1,941.92	3,100.00	-1,158.08	62.64%
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%
<b>Total 6300 · Repair and Maintenance</b>	<b>2,250.36</b>	<b>4,600.00</b>	<b>-2,349.64</b>	<b>48.92%</b>
6331 · Commissioner Expense	184.19	200.00	-15.81	92.1%
6340 · Telephone	2,400.79	3,500.00	-1,099.21	68.59%
6390 · Utilities	3,820.00	6,500.00	-2,680.00	58.77%
6450 · Contract Service	70,750.00	0.00	70,750.00	100.0%
6550 · Office Expense				
6560 · Payroll Expenses	95.00	500.00	-405.00	19.0%
6550 · Office Expense - Other	3,802.53	2,000.00	1,802.53	190.13%
<b>Total 6550 · Office Expense</b>	<b>3,897.53</b>	<b>2,500.00</b>	<b>1,397.53</b>	<b>155.9%</b>
6555 · Insurance - Office	2,335.11	2,100.00	235.11	111.2%
6670 · Special Events Expense	4,624.00	4,500.00	124.00	102.76%
6950 · CDBG Expense - Misc	425.00	0.00	425.00	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	5,092.97	1,000.00	4,092.97	509.3%
7120 · Equipment Purchase - Other	0.00	500.00	-500.00	0.0%
<b>Total 7120 · Equipment Purchase</b>	<b>5,092.97</b>	<b>1,500.00</b>	<b>3,592.97</b>	<b>339.53%</b>
7000 · Other Expenses - Other	0.00	0.00	0.00	0.0%
<b>Total 7000 · Other Expenses</b>	<b>5,092.97</b>	<b>1,500.00</b>	<b>3,592.97</b>	<b>339.53%</b>
<b>Total Expense</b>	<b>281,126.27</b>	<b>472,538.05</b>	<b>-191,411.78</b>	<b>59.49%</b>
<b>Net Ordinary Income</b>	<b>-70,895.58</b>	<b>0.00</b>	<b>-70,895.58</b>	<b>100.0%</b>
<b>Net Income</b>	<b>-70,895.58</b>	<b>0.00</b>	<b>-70,895.58</b>	<b>100.0%</b>

**Item 6.1**  
**Memo**

February 12, 2025

To: Madera County Economic Development Executive Committee

From: Lois Leonard, Business Assistance/Office Manager

Re: Audit

Subject

2023/24 Draft Audit

Recommendation

Approve the draft audit for Fiscal Year 2023/24 completed by Ralph E. McKinnis, CPA.

Background

Each year MCEDC is required to have the fiscal year-end financials audited by a qualified individual/company. Ralph E. McKinnis, CPA has completed and provided a draft audit for final approval.

Fiscal Impact

The MCEDC Board of Commissioners approved the amount of \$5,400 for Ralph E. McKinnis, CPA to complete the annual audit for Fiscal Year 2023/24.

MADERA COUNTY ECONOMIC DEVELOPMENT COMMISSION  
BASIC FINANCIAL STATEMENTS  
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

***DRAFT***

MADERA COUNTY ECONOMIC DEVELOPMENT COMMISSION

BASIC FINANCIAL STATEMENTS  
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023  
AND  
INDEPENDENT AUDITOR'S REPORT

MADERA COUNTY ECONOMIC DEVELOPMENT COMMISSION

BASIC FINANCIAL STATEMENTS  
For the Years Ended June 30, 2024 and 2023

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RALPH E. McKINNIS  
CERTIFIED PUBLIC ACCOUNTANT  
1925 Howard Road, Suite E  
Madera, California 93637  
(559)662-1588 Phone  
(559)662-1577 Fax

INDEPENDENT AUDITOR'S REPORT

Board of Directors  
Madera County Economic Development Commission  
Madera, California

**Report on the Financial Statements**

I have audited the accompanying financial statements of the Madera County Economic Development Commission (Commission), which comprise the statement of net assets as of June 30, 2024 and June 30, 2023, and the related statement of revenues, expenses and changes in fund net assets, and cash flows for the year then ended, and the related notes to the financial statements, which collectively comprise the Commission's basic financial statements.

**Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal controls relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

**Auditor's Responsibility**

My responsibility is to express an opinion on these basic financial statements based on my audit. I conducted my audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in Government Auditing Standards, issued by the Comptroller General of the United States. Those standards require that I plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, I express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my audit opinion.

**Opinion**

In my opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Madera County Economic Development Commission as of June 30, 2023 and June 30, 2022, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

**Other Matters**

## Required Supplementary Information

Management has omitted the management's discussion and analysis and certain supplementary information consisting of statements, schedules, statistical data that accounting principles generally accepted in the United States of America require to be presented to supplement the basic financial statements. Such missing information, although not a part of the financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of the financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. My opinion on the basic financial statements is not affected by this missing information.

January 10, 2025

## STATEMENT OF NET ASSETS

For The Years Ended June 30, 2024 and 2023

**ASSETS**

	Year Ended June 30, 2024	Year Ended June 30, 2023
Current Assets:		
Cash and cash equivalents	\$ 647,323	\$ 662,227
Accounts receivable	16,699	13,645
Interest receivable	11	11
Prepaid expenses	0	1,113
	<u>664,033</u>	<u>676,996</u>
Total Current Assets		
Property and equipment (Net of allowance for depreciation)	<u>732</u>	<u>4,055</u>
Total Assets	<u>\$ 664,765</u>	<u>\$ 681,051</u>

**LIABILITIES AND NET ASSETS**

Current Liabilities:		
Accounts payable	\$ 20,391	\$ 5,112
Accrued annual leave	<u>6,455</u>	<u>5,251</u>
Total Current Liabilities	<u>26,846</u>	<u>10,363</u>
Total Liabilities	<u>26,846</u>	<u>10,363</u>
Invested in Capital Assets, Net of Related Debt Unrestricted	<u>732</u> <u>637,187</u>	<u>4,055</u> <u>666,633</u>
Total Net Assets	<u>\$ 637,919</u>	<u>\$ 670,688</u>

The accompanying notes are an integral part of these financial statements.  
See the accompanying independent auditor's report.



## STATEMENT OF REVENUES, EXPENSES AND CHANGES IN FUND NET ASSETS

For The Years Ended June 30, 2024 and 2023

	<u>Year Ended June 30, 2024</u>	<u>Year Ended June 30, 2023</u>
Operating Revenues		
Agency contributions	\$ 433,751	\$ 388,048
Grants	18,936	70,441
Special Events	13,899	15,566
Other operating revenues	<u>10,000</u>	<u>10,000</u>
Total operating revenues	<u>476,586</u>	<u>484,055</u>
Operating Expenses:		
Wages and benefits	319,378	332,787
Payroll taxes	17,310	19,028
Auto expense and travel	5,110	3,481
Conference and training	1,160	4,367
Contract services	43,188	
Depreciation expense	1,710	1,455
Equipment rental	2,746	2,650
Insurance	3,522	2,051
Legal consulting fees		4,950
Marketing	51,471	42,178
Office expense	4,634	3,957
Organizational dues	1,400	1,818
Printing and reproduction	2,562	2,369
Professional Fees	5,250	4,750
Rent	23,324	22,866
Repairs and maintenance	2,962	3,897
Staff expense	3,202	2,254
Telephone	5,377	5,270
Utilities	7,830	4,313
Special events	4,840	3,370
CDBG	1,190	940
RMDZ	338	272
Discarded assets	<u>1,614</u>	
Total operating expenses	<u>510,118</u>	<u>469,023</u>
Operating Income	<u>(33,532)</u>	<u>15,032</u>
Non-operating Revenues and (Expenses)		
Interest	<u>763</u>	<u>225</u>
Total non-operating revenues and (expenses)	<u>763</u>	<u>225</u>
Changes in Net Assets	(32,769)	15,257
Net assets, beginning of year	<u>670,688</u>	<u>655,431</u>
Net assets, end of year	<u>\$ 637,919</u>	<u>\$ 670,688</u>

The accompanying notes are an integral part of these financial statements.  
See the accompanying independent auditor's report.

## STATEMENT OF CASH FLOWS

For The Years Ended June 30, 2024 and 2023

	<u>Year Ended June 30, 2024</u>	<u>Year Ended June 30, 2023</u>
Cash flows from operating activities		
Cash received from:		
Member agencies	\$ 432,358	\$ 379,716
Grants	18,936	70,441
Other	23,899	25,566
Cash paid to:		
Suppliers	(158,102)	(146,959)
Employees	<u>(334,371)</u>	<u>(334,117)</u>
Net cash provided (used) by operating activities	<u>(17,280)</u>	<u>(5,353)</u>
Cash flows from investing activities:		
Assets purchased	1,613	(2,278)
Interest received	<u>763</u>	<u>225</u>
Net cash provided by investing activities	<u>2,376</u>	<u>(2,053)</u>
Net increase in cash	(14,904)	(7,406)
Cash and cash equivalents - Beginning of year	<u>662,227</u>	<u>669,633</u>
Cash and cash equivalents - End of year	<u>\$ 647,323</u>	<u>\$ 662,227</u>
Reconciliation of Operating Income to Net Cash Provided (used) by Operating Activities:		
Operating income	\$ (33,532)	\$ 15,032
Adjustments to reconcile operating income to net cash provided (used) by operating activities:		
Depreciation expense	1,710	1,455
(Increase) decrease in accounts receivable	(3,054)	(8,332)
(Increase) decrease in prepaid expenses	1,113	0
Increase (decrease) in accounts payable	15,279	(12,178)
Increase (decrease) in wages and benefits	<u>1,204</u>	<u>(1,330)</u>
Net cash provided (used) by operating activities	<u>\$ (17,280)</u>	<u>\$ (5,353)</u>

The accompanying notes are an integral part of these financial statements.  
See the accompanying independent auditor's report.

## NOTES TO THE BASIC FINANCIAL STATEMENTS

For The Years Ended June 30, 2024 and 2023

**Note 1 - Summary of Significant Accounting Policies**

The accompanying financial statements of the Madera County Economic Development Commission (the Commission) have been prepared in conformity with U.S. generally accepted accounting principles as prescribed by the Governmental Accounting Standards Board (GASB). In June 1999, the GASB issued Statement 34 *Basic Financial Statements - and Management's Discussion and Analysis - for State and Local Governments*. The Statement establishes new financial reporting requirements for state and local governments throughout the United States.

The accompanying financial statements present the financial position, results of operation, and the cash flows of the Commission. The financial statements are presented as of June 30, 2024 and 2023, and for the years then ended.

**A - Financial Reporting Entity**

The Madera County Industrial Development Commission was established July 2, 1968, by a joint powers agreement between the County of Madera, a political sub-division of the State of California, the City of Madera, a municipal Corporation of the State of California, and the City of Chowchilla, a municipal Corporation of the State of California in accordance with Section 6506 of the Government Code of the State of California.

The joint powers agreement was amended and restated by all three entities as of June 24, 1991. This agreement also changed the composition of the Commission and changed the name to Madera County Economic Development Commission. The 1991 agreement was renewed to run through June 30, 2001. The commission had operated under authority of a 90-day extension to the lapsed agreement when a new Joint Powers Agreement was entered into on September 11, 2001. This agreement was amended and executed on February 26, 2002 to authorize the creation and operations of the Madera County Economic Development Commission until such time that two of the three parties give written notice of termination or one party withdraws funding before the 1st day of March, and upon written agreement of all parties at any time.

The purpose of organizing the commission was to create a public agency to attract and establish industry within Madera County by recommending and encouraging the development of improvements needed by such industry.

**B - Measurement Focus and Basis of Accounting****Basis of Accounting****Use of Estimates**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenditures/expenses during the reporting period. Actual results could differ from those estimates.

**C - Assets, Liabilities, Net Assets or Equity, and Other Financial Statement Items****Cash and Investments**

The Madera County Economic Development Commission maintains sufficient cash with depository institutions to meet its current operating requirements. Cash in excess of current requirements is deposited in a certificate of deposit bearing fixed interest. The bank balance of deposits as of June 30, 2024 is entirely insured by Federal Deposit Insurance. The bank account balances as of June 30, 2024 were \$648,542. Difference between the bank account balances and financial statement balances were outstanding checks of \$1,219.

(Continued)

## NOTES TO THE BASIC FINANCIAL STATEMENTS

For The Years Ended June 30, 2024 and 2023

**Note 1 - Summary of Significant Accounting Policies, (continued)**

Cash and cash equivalents include money market instruments and other highly liquid investments that are stated at cost which approximates market value. Such investments, which have an ordinary maturity of three months or less, are considered to be cash equivalents for purposes of the statement of cash flows.

**Accounts Receivable**

Accounts receivable as presented are considered to be 100 percent collectible. Uncollectible accounts are written off directly to expense in the year determined to be worthless.

**Capital Assets and Depreciation**

Capital assets are reported in the business-type activities column in the government-wide financial statements. Capital assets are defined by the Commission as assets with an initial cost of more than \$500 and an estimated life in excess of one year. Such assets are recorded at historical cost or estimated historical cost if purchased or constructed. Donated capital assets are recorded at estimated fair market value at the date of donation.

The cost of normal maintenance and repairs that do not add to the value of the asset or materially extend asset lives are not capitalized.

**Property and Equipment**

A summary of changes in property, equipment and accumulated depreciation for the years ending June 30, 2024 and 2023.

	<u>Balances at July 1, 2023</u>	<u>Additions</u>	<u>Deletions</u>	<u>Balances at June 30, 2024</u>
Furniture and office equipment	\$ 57,910	\$	\$ (2,278)	\$ 55,632
	<u>Accumulated Depreciation July 1, 2023</u>	<u>Current Year Expense</u>	<u>Deletions</u>	<u>Accumulated Depreciation June 30, 2024</u>
Furniture and office equipment	\$ 53,855	\$ 1,710	\$ (664)	\$ 54,901
	<u>Balances at July 1, 2022</u>	<u>Additions</u>	<u>Deletions</u>	<u>Balances at June 30, 2023</u>
Furniture and office equipment	\$ 55,632	\$ 2,278	\$	\$ 57,910
	<u>Accumulated Depreciation July 1, 2022</u>	<u>Current Year Expense</u>	<u>Deletions</u>	<u>Accumulated Depreciation June 30, 2023</u>
Furniture and office equipment	\$ 52,400	\$ 1,455	\$	\$ 53,855

(Continued)

## NOTES TO THE BASIC FINANCIAL STATEMENTS

For The Years Ended June 30, 2024 and 2023

**Note 1 - Summary of Significant Accounting Policies, (continued)****Earned Compensated Absences**

The Madera Economic Development Commission's policy regarding compensated absences provides that sick time accumulates indefinitely but is not payable upon termination or retirement. Accumulated sick pay was \$30,306 and \$31,392 at June 30, 2024 and June 30, 2023, respectively. Accumulated vacation is payable upon termination to a maximum of 20 days for the executive director and a maximum of 20 days for other employees. Employees' accumulated vacation pay was \$6,455 and \$5,251 at June 30, 2024 and June 30, 2023, respectively.

**Net Assets**

The business-type activities fund financial statements utilize a net assets presentation. Net assets are categorized as invested capital assets (net of related debt), restricted and unrestricted.

Invested In Capital Assets - This category groups all capital assets into one component of net assets. Accumulated depreciation reduces the balance in this category.

Unrestricted Net Assets - This category represents net assets of the Commission, not restricted for any project or other purpose.

**Income Taxes**

No income tax provision has been included in the financial statements as the Commission has qualified as tax-exempt with the Internal Revenue Service and the Franchise Tax Board. It is the opinion of management that all income earned has been related to the organization's tax exempt status and there has been no unrelated business income.

**Collection Losses**

The direct write-off method has been adopted for providing for uncollectible accounts.

**Postemployment Healthcare Benefits**

Madera County Economic Development Commission does not provide postemployment healthcare benefits.

**Note 2 - Defined Contribution Pension Plan**

**Plan Description** - The Madera County Economic Development Commission contributes to the Mission Square Retirement Corporation Prototype Money Purchase Plan & Trust. Mission Square Retirement Corporation is a private corporation that administers retirement plans only for public employees. The plan provides retirement benefits to plan members and beneficiaries. Mission Square Retirement Corporation acts as a common investment and administrative agent for participating public entities from all over the United States. The Plan was adopted September 1, 1994 and the Plan Year is a twelve consecutive month period commencing on July 1, and each anniversary thereof. All employees are eligible to participate in the Plan and the Commission has waived the requirement of a twelve-month Period of Service for participation. Also, there is no minimum age requirement. IRC 401(a) establishes benefit provisions and all other requirements.

(Continued)

## NOTES TO THE BASIC FINANCIAL STATEMENTS

For The Years Ended June 30, 2024 and 2023

**Note 2 - Defined Contribution Pension Plan, (continued)**

**Funding Policy** - Plan participants are required to contribute 7.5% of Earnings for the Plan Year as a condition of participation in the Plan. The Commission contributes on behalf of each participant 7.5% of Earnings for the Plan Year (subject to the limitations of Article VI of the Plan). The Executive Director is now required to contribute to the plan and the Commission contributes 7.5% of earnings on his behalf. A participant does not have the right to discontinue or vary the rate of such contributions after becoming a Plan Participant. Earnings do not include overtime or bonuses. For 2023-24, the Commission's annual pension cost was \$18,035.

**Vesting Policy** - The Commission hereby specifies the following vesting schedule, subject to (1) the minimum vesting requirements as noted and (2) the concurrence of the Plan Administrator.

<u>Years of Service Completed</u>	<u>Specified Percent Vesting</u>	<u>Minimum Vesting Requirements</u>
Zero	100%	No minimum
One	100%	No minimum
Two	100%	No minimum
Three	100%	Not less than 20%
Four	100%	Not less than 40%
Five	100%	Not less than 60%
Six	100%	Not less than 80%
Seven, or more	100%	Must equal 100%

**Note 3 - Restricted Assets**

Restricted assets are loans receivable and collections of cash from loan recipients per the Program Income Reuse Plans with the City and County of Madera. These funds are monitored per the Community Development Block Grant (CDBG) program and are to be utilized strictly for this purpose.

**Note 4 - Commitments and Contingencies**

The Commission leased an office building from Marstel Investments, LLC, under a five year operating lease that expires May 31, 2027. Rent is \$1,947 per month in 2023/2024. Rent increases 2.5% annually. Following is a schedule showing future lease payments by fiscal year.

<u>Fiscal Year</u>	<u>Annual Lease Amount</u>
2024/2025	23,907
2025/2026	24,505
2026/2027	25,118
2027/2028	25,746
2028/2029	26,390
	<u>\$ 125,666</u>

**Note 5 - Subsequent Events**

The Commission has evaluated subsequent events through January 27, 2025, which is the date which the financial statements were available to be issued. No subsequent events have occurred through that date that would have a material impact on the financial statements.

## Item 6.2

### Memo

February 12, 2025

To: Executive Committee, Madera County Economic Development Commission

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

Re: "Shop Local" Campaign

#### Subject

During the Madera County Economic Development Commission (MCEDC) Board Meeting on January 8, 2025, an MCEDC Board Member requested the MCEDC to work on a shop local campaign to educate Madera County residents on how county sales tax is spent and where the sales tax comes from.

The purpose of this action item is to thoroughly discuss what it would mean for MCEDC to run a "shop local" campaign and decide next steps.

#### Recommendation

Recommendation would be for the local Chambers to be leads on the "shop local" campaign as they are situated in a better position to run such a campaign but include the campaign's messaging on MCEDC's social media platform, as requested. In addition, MCEDC can also do weekly highlights of local businesses from each of the three jurisdictions in the E-BIZ newsletter, create a graphic highlighting the importance of the need to shop locally and promote it on social media, the MCEDC website and the E-BIZ newsletter. MCEDC is open to any other suggestions.

#### Background

What is a "Shop Local" Campaign? A Shop Local Campaign is a marketing initiative designed to encourage consumers to purchase goods and services from locally owned businesses within their community, aiming to stimulate the local economy by keeping money circulating within the area. Typically utilizing advertising, social media and local partnerships to spread the message and highlight the benefits of shopping locally. The goal is to promote buying from local small businesses, rather than large chains.

### Reason for Recommendation

MCEDC is a Joint Powers Authority (JPA), which consists of the County of Madera, the City of Madera and the City of Chowchilla, established in 1968 to create an agency with the expressed purpose of attracting and establishing industry in the region.

While the MCEDC's mission is to pursue all avenues of growth for new and existing businesses, a shop local campaign is typically spearheaded by the Visitors Bureau, local business chambers or nonprofit organizations.

In addition, conducting a "shop local" campaign as a JPA could be proven difficult because MCEDC is funded by three different local government agencies, therefore promoting one local government agency over another could seem partial. To address this, emphasizing the benefits of supporting local businesses, regardless of their specific location or promoting certain businesses in a rotation, might create a more balanced approach.

### Fiscal Impact

Unknown



**ITEM: 9.2**

TO: Executive Committee, Madera County Economic Development Commission

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

RE: January Update

DATE: February 12, 2025

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The Madera County Economic Development Commission (MCEDC) is grateful for the opportunity to represent the County of Madera, the City of Madera and the City of Chowchilla and continue to support economic vitality through local and regional economic development efforts that will result in job and business growth.

This month, the California Central Valley Economic Development Corporation (CCVEDC) held its annual legislative mission on January 21<sup>st</sup>-22<sup>nd</sup>. MCEDC, along with Kings County EDC, Fresno EDC, and San Joaquin Partnership jointly attended back-to-back meetings with state legislators to request one-time funding for the Valley Advance Initiative to bolster outreach to site selectors and businesses and to update marketing tools for the Central Valley region. MCEDC had direct conversations with the Governor's Office, Governor's Office of Business and Economic Development (GO-Biz), Assemblymembers Esmeralda Soria and David Tangipa, Senate and Assembly Budget Committee staff and the California Department of Finance (DOF), all who provided valuable insight on increasing the probability of acquiring funding in this state budget cycle.

In addition, we had conversations with the Administration, Legislature and their staff on what their goals and priorities are for this year to gather information on how Madera could align with those goals, and partner with them on mutual efforts. Discussions also surrounded efforts around clean-up legislation to AB 98. Although there weren't any straightforward answers on plans to amend the law, the Central Valley delegation understood that the bill would be detrimental to development in the Central Valley, and assured CCVEDC that they would keep us updated if they knew of any bills going forward to make sure that the Central Valley voice was being heard.

As a highlight, MCEDC attended the Calbee Ribbon Cutting for their new research and development facility in Madera along with a number of community leaders. Calbee America will be hiring and has been connected to the Workforce Development Board of Madera County. MCEDC also had the pleasure of attending the Annual Community Awards Dinner on January 25<sup>th</sup>, hosted by the Chowchilla District Chamber of Commerce. There was a huge outcome among community members who attended the event which awarded exceptional individuals, businesses and/or groups whose contributions to the community made a significant impact on the City of Chowchilla.

## State Legislature/State Budget

On January 10<sup>th</sup>, the Governor proposed his 2025-26 state budget projecting a small surplus of \$363 million, for an overall \$229 billion General Fund spending plan. The Governor's proposal would draw down \$7.1 billion in reserves. During the time of the state budget announcement, the Administration expected moderate economic growth although noting that there is a strong potential threat from the federal administration's policies on immigration resulting in a possible labor shortage, as well as new tariffs that could result in inflation.

Shortly after the announcement, the Governor's administration signed a number of executive orders to assist the fire victims in Los Angeles. This includes executive orders that will protect fire victims from predatory real estate speculators, extending the state property tax deadlines until April 2026 for the firestorm communities, streamlining building approval by removing CEQA and Coastal Commission requirements, as well as signing \$2.5 billion in immediate disaster relief through ABX1-4 by Assemblymember Gabriel and SBX1-3 by Senator Weiner which provides funding to expedite firestorm response and recovery efforts, streamline rebuilding efforts and help rebuild fire-damaged school facilities.

These new executive orders, wildfire funding, along with the deal with the Legislature that provides a total of \$50 million through SBX1-1 and SBX1-2 for immigration legal services and broad authority for the Attorney General to litigate against "enforcement and legal actions taken by the federal administration" will be a factor in what the state budget will look like in the May Revise.

## Advanced Clean Fleets Regulation

The California Air Resources Board (CARB) withdrew several waiver requests for a part of the Advanced Clean Fleets (ACF) Regulation, which became a victory for the trucking industry. What this means is, CARB is not enforcing the existing portions of the ACF Regulation that *require* a federal waiver, however, not all elements of the ACF Regulation require a federal waiver or authorization. In fact, the state and local government fleet requirements remain completely unaffected. Although there are some reports that suggest that the state is ending the entire ACF Regulation, the reality is that CARB will continue to enforce the rule for the state and local government fleets since these fleets operate within California's borders. It is important to note that local government fleets should still comply with ACF annual reporting requirements that occur on April 1<sup>st</sup>.

For some background, the ACF Regulation became effective in January 2024 and requires all public fleet owners to begin purchasing Zero-Emission (ZEV) medium and heavy-duty vehicles for their fleets. The most common types of compliant ZEVs utilize either battery-electric components or hydrogen fuel cell technology. The State and Local Government Agency Fleet Requirements offers two options for compliance:

- *Purchase Option:* Affected fleets must ensure, beginning January 1, 2024, that 50 percent of their annual vehicle purchases per calendar year are zero-emissions, and beginning January 1, 2027, that 100 percent of vehicle purchases are zero-emissions.

- *Fleet Percentage Option:* State and local governments may alternatively choose to permanently use the ZEV Milestones Option if they prefer the flexibility of phasing-in ZEVs based on suitability of different vehicles in their fleets. This option is available until January 1, 2030.

CARB withdrew three waiver requests that would have impacted high-priority private and federal government agencies that own and operate at least one vehicle in California; older locomotives; and commercial harbor craft, such as tugboats and ferries. The withdrawal will most likely have an effect on ZEV manufacturing, causing delays to ZEV delivery and continued high costs, ultimately creating a limited number of ZEVs, which will create a supply and demand problem that will create hardship for local governments if there are no further changes to the requirements. At this time, CARB is evaluating next steps.

### California Economy

Inflation has eased in the state, in many sectors, wages did not keep pace with inflation after years of rising food costs, housing, gas prices and other services, although overall cost of living in Madera County is still more affordable than statewide. According to the Public Policy Institute of California (PPIC), an independent, nonpartisan research organization, jobs in the Central Valley have grown over 8% since 2019, with a caveat that all regions in California still experienced slower job growth than before the pandemic. PPIC states that the income divide that characterizes California's regions has not meaningfully changed despite job and industry growth. In 2023, the Bay Area's per capita income was \$131,000, more than double that of the far north, Central Valley and the Inland Empire, and although the Central Valley and Inland Empire have seen high job growth, it is largely in low and middle-wage industries, concluding that in the long term, translating economic development in central and inland regions into higher wages and productivity will be key to narrowing the economic divide.

### 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 Executive Committee updated. As always, should you or your staff have any questions, please don't hesitate to let us know.



## Report of Activities February 2025

Fiscal Year Leads

\*MC: Madera County, M: Madera City, C: Chowchilla City

Client	Date	Industry	Site Requirements	Source	Jurisdictions*			Status	Notes
					MC	M	C		
<b>2024</b>									
2416	10/9/2024	Air/Warehouse	5 acres	GoBiz	X			Active	10/9/2024: Met with Go biz
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	8/6/2024	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

Joint Powers Agencies Activity

Jurisdiction	Date	Activity	Staff	Agency Member	Project Assistance	Type Assistance*			Notes:
						BA	BE	BR	
<b>Chowchilla</b>									
	1/14/2025	Meeting	KG						Chowchilla City Council Meeting - Introduction
	11/21/2024	Meeting	KG, BK	Staff					Met with Rod Pruettt-introduction/updates
<b>Madera</b>									
	1/30/2025	Meeting	KG						Meeting with Councilmember Steve Montes, Madera City Council
	1/10/2025	Meeting	KG						Meeting with the City of Madera and Kirk Atamian RE Ideas for information for new businesses
	12/5/2024	Meeting							Introduction Councilmember Rodriguez
	12/4/2024	Meeting	KG						Council Meeting-Introduction
	12/2/2024	Meeting	KG	Staff	X				Met with Arnoldo Rodriguez/Will Tackett project updates
	10/10/2024	Phone	BK	Staff		X			Arnoldo Rodriguez-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
<b>County</b>									
	1/30/2025	Meeting	KG						Meeting with Jay Varney, CAO, County of Madera RE project updates
	1/14/2025	Meeting	KG						Meeting with Supervisor Bob Macaulay, Supervisor Leticia Gonzalez, Matt Treber, County of Madera RE Introduction/projects
	1/13/2025	Meeting	KG						Meeting with Supervisor Rob Poythress RE county updates
	12/4/2024	Meeting	KG						Jay Varney/Project updates
	11/12/2024	Meeting	KG, BK						Board of Supervisors-Introduction
	11/6/2024	Meeting	KG	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	Activity	Contacts	Meetings/Leads	Notes:
<b>CCVEDC</b> (California Central Valley Economic Development Corporation)					
	1/28/2025	Virtual Meeting			Virtual Meeting with Central Valley Economic Development Corporation RE Legislative Overview
	1/21-1/22/2025	Conference			Central Valley Economic Development Corporation Legislative Mission in Sacramento
	12/10/2024	Virtual Meeting			Legislative mission planning meeting
	11/15/2024	Meeting			Monthly Meeting
	9/20/2024	Virtual Meeting			Monthly Meeting
	7/19/2024	Virtual Meeting			Coordination
	7/18/2024	Virtual Meeting			Monthly Meeting
<b>Missions</b>					
	9/30 - 10/4	Site Selectors	14	10	
<b>SIOR</b> (Society of Industrial and Office Realtors)					
	12/12/204	Lunch			Annual Christmas Luncheon
	9/19/2024	Event			Economy and Industrial Real Estate Trends and updates
<b>Team CA</b>					
	1/27/2025	Virtual Meeting			Virtual Meeting with TEAMCALIFORNIA RE Introduction/Overview
<b>NAIOP</b>					
	12/11 - 12/12/2024	In Person			Holiday Event/Breakfast
	7/15/2024	In Person			Golf Tournament
<b>CALED</b> (California Association of Local Economic Development)					

Affiliations

Date	Event/Activity	Staff
<b>Governor's Office of Business and Economic Development (GO-Biz)</b>		
7/11/2024	Tiffany Louk Introduction	MG, LL, BK
12/5/2024	Introduction	KG/BK
<b>Greater Madera County Industrial Association (GMCIA)</b>		
1/8/2025	GMCIA Meeting with Workforce Development Board of Madera County - RE Programs	KG, LL
12/11/2024	Hospital Tour	KG/LL
11/13/2024		BK/LL/KG
10/9/2024	Gave an update at their monthly meeting	BK/LL
9/11/2024		BK/LL
<b>Madera County Workforce Investment Board</b>		
12/18/2024	Board Meeting	KG
<b>Eastern Madera County Foundation</b>		
1/29/2025	Meeting	KG

Chambers

Name	Date	Activity	Staff	Leads	Notes:
<b>Madera Chamber</b>					
	1/24/2025	Event	KG		Calbee Ribbon Cutting Ceremony
<b>Chowchilla Chamber</b>					
	1/25/2025	Event	KG		Chowchilla District Chamber of Commerce Business Awards Dinner
<b>Oakhurst Chamber</b>					
<b>Coarsegold Chamber</b>					

Trade shows/Conferences

Date	Name	Place	Notes	Contacts	Staff
9/23-9/26/2024	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, Rhonda Salisbury	Red Rock	TBD

Publications

Date	Title	Notes
11/1/2024	Annual Report/Real Estate Update	Annual Report Mailed December 24 Real Estate Update Mailed January 25

Staff Calendar

\*BA: Business Assistance, PA: Project Assistance, BR: Business Retention, BE: Business Expansion

Date	Activity	BA, PA, BR, BE	Notes	Staff
1/29/2025	Meeting		Meeting with Alex Tavlian, local government affairs representative for Chukchansi	KG
1/27/2025	Call		Call with Charlie Schuh, Senior Vice President, Central California Industrial, Colliers RE Introduction	KG
1/22/2025	Meeting		CalCities Legislative Reception	KG
1/21/2025	Meeting		Meeting with CSAC Finance Corporation RE economic development/business partnership	KG
1/16/2025	Virtual Meeting		Virtual Meeting with Kurt Kurti, KT Development RE Introduction	KG
1/16/2025	Call		Call with Erin Volpp, Partner of WHSE Partners RE Introduction/Expansion Plans	KG
1/15/2025	Meeting		Meeting with Stephanie Nathan, Executive Director of United Way of Fresno and Madera Counties RE Introduction	KG
1/15/2025	Call		Conference call with Dave Tipton, Michael Gunner RE Gunner Ranch West Updates	KG
1/10/2025	Virtual Meeting		GoBiz Virtual Meeting RE Jobs 1 <sup>st</sup> Feedback	KG
1/9/2025	Call		Call with Mark Ward, Stations Casino, General Manager for North Fork Mono Casino	KG
1/9/2025	Meeting		Meeting with Bobby Kahn, Former Interim Executive Director of Madera County EDC - RE EDC Budget	KG



1/8/2025	Meeting		Madera EDC Board Meeting	KG, EE, LL
1/7/2025	Meeting		Meeting with Darren Rose, Former Executive Director of the Madera County EDC - RE Introduction	KG
12/20/2024	Meeting		SPAN Construction Introduction	KG/BK
12/19/2024	Meeting		Bob McCaffrey, Tesoro Viejo	KG/BK
12/19/2024	Meeting		PG&E Stake Holders Advisory Group	KG/BK
12/18/2024	Meeting		California Manufacturers & Technology Assoc	KG
12/17/2024	Meeting		Fresno EDC Introduction Lunch	KG/BK
12/10/2024	Meeting		Oakhurst Advisory Committee Meeting	KG
12/9/2024	Meeting	BA	Landscan and Madera County Workforce	KG/BK
11/25/2024	Meeting	BE	COO, Premium Bottled Water	KG/BK
11/22/2024	Meeting		Colliers -Introduction	KG/BK
11/22/2024	Meeting		Newmark Pearson Commercial	KG/BK
11/21/2024	Press Event		Governor's Press event regarding his upcoming Economic Statewide plan and Jobs First Initiative	KG
11/24/2024			Meeting with ZND	BK
11/20/2024	Meeting		Kirk Atamian/Todd Phillips- Introduction	KG/BK
11/20/2024	Meeting		Maiknue Vang-Workforce Programs	KG/BK
11/19/2024	Meeting		Dan Riley-Introduction	KG/BK
11/4/2024	Meeting		Tim Jones-Riverstone/Supervisor Wamhoff	KG/BK
11/4/2024	Meeting		Maiknue Vang Workforce-Programs/Grants	KG/BK
10/29/2024	Meeting		Workforce Plan Forum Business Division	MG
10/8/2024	Call	PA	Project Jet	BK
10/7/2024	Meeting	BA	Luigi Jurius-ZND US-discussed and help moving a vendor the area	BK
9/27/2024	Meeting	BA	Met with confidential client discuss growth avenues	BK
9/27/2024	Meeting	BA/BE	Met with site developer updates on county wide opportunities	BK
9/27/2024	Meeting	BA	Program Assistance	BK
9/27/2024	Meeting	BA	Marketing –Pizza Factory	BK
9/18/2024	Call		ICSC West Trade Show prep	BK
9/7/2024	Groundbreaking		North Fork Mono Tribe Casino , over 1,000 in attendance. Expected to open 12/2025 or 1/2026	BK
8/20/2024	Tour		Evapco new facility tour	MG
7/30/2024	Meeting	BA	Nathan Alonzo- PGE power issue	BK
7/29/2024	Meeting		Zip Recruiter	BK
7/25/2024	Meeting		Stephanie Moreno United Way	BK
7/22/2024	Meeting	PA	Christian Ueland- updates	BK
7/20/2024	Networking		Ross Grand Opening	MG
7/18/2024	Meeting		Darren Rose- Project Updates	BK
7/17/2024	Interview		Madera Tribune –Tyler Takada	BK
7/15/2024	Meeting		S2J2 – Proposal Review Meeting	MG
7/15/2024	Networking		NAIOP Golf Tournament	BK
7/12/2024	Meeting		Kern EDC representative regarding NAIOP	BK

7/11/2024	Meeting	PA	Nathan Alonzo-power issue	BK
7/3/2024	Meeting		VRPA Introduction	BK,LL,MG
7/2/2024	Meeting	BE	Tim Curley- Valley Children's	BK
7/2/2024	Meeting		Nick Audino property inventory	BK
7/1/2024	Meeting	PA	Buk Wagner	BK

## Marketing Overview

Month	Activity		Notes	Staff
11/29/2024	Annual Report		Sent mailing list to printer	LL
9/15/2024	Real Estate Update Annual Report		On final draft sent revisions over to printer	MG
8/22/2024	Training		Optimizing Google Business Profile	MG
8/21/2024	Training		Backend Training Website	MG, LL
8/15/2024	Real Estate Update		Ensuring revisions for print and updating mailers	MG
7/25/2024	Training		Mastering Digital Metrics	MG
7/5/2024	Real Estate Website		RE content completed and submitted for design	MG
7/5/2024	Annual Report		AR content completed and submitted for design	MG
7/24/2024	Website		Review of copy and content notes	MG, LL

**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:** February 12, 2025  
**SUBJECT:** Staff Report

**CDBG RLF PROGRAM STATUS**

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- 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**

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See attached

**CITY OF MADERA MICRO BUSINESS PANDEMIC GRANT**

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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>
Jairo Sepulveda DDS., Inc.	Over 180 days	City of Madera
Galaxy Dance Academy	Over 180 days	City of Madera
Axis Coffee Bar & Eatery	Current	Madera County
GQ Investments	90 days	City of Madera
Sierra News Online	Over 180 days	Madera County
Yosemite Drug	PAID OFF	Madera County