

# THE PERFECT LOCATION



**ANNUAL REPORT**  
2019-2020

# MESSAGE FROM THE CHAIRMAN



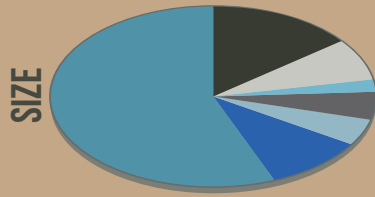
Robert Poythress, MCEDC Chairman, speaking at the ground breaking ceremony of TranPak with Bobby Kahn, MCEDC Executive Director.

TranPak's 65,000 square foot facility employs 65 people and manufactures custom pallets.

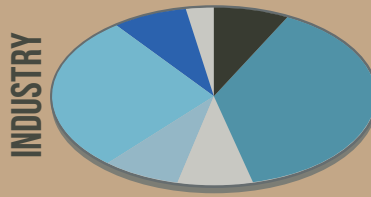
“... these success stories are a tribute to the great determination and resilience of our business community and investors.”

**T**he fiscal year started last year in July of 2019 with great promise. Our economy was hitting on all cylinders with historically low unemployment rates and a robust stock market. Then 2020 happened and the entire world changed with the advent of the COVID-19 pandemic. In spite of the economic challenges that COVID-19 brought and we continue to deal with, we have a lot to be thankful for. Our agriculture-based economy is relatively strong as people need to continue to eat. TranPak of Fresno built and occupied a 65,000 square foot manufacturing facility at Freedom Industrial Park in Madera. Camarena Health continues their impressive expansion of health services in the County with the opening of a new state of the art clinic in Chowchilla as well as a health Center in the new Matilda Torres High School, north of Madera. Southern California based Vallarta Markets opened a new Madera supermarket in the old Mervyn's building in Madera and

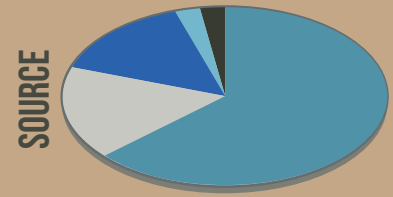
# PROSPECTS



SIZE	Count	Color
UNDER 10,000 SF	6	Black
10,001-25,000 SF	3	White
25,001-50,000 SF	1	Light Blue
50,001-100,000 SF	2	Dark Grey
100,001-200,000 SF	2	Light Blue
200,001 SF & UP	4	Blue
ACERAGE/NO SIZE	23	Teal



INDUSTRY	Count	Color
FOOD PROCESSING	5	Black
MANUFACTURING	15	Teal
WAREHOUSE/DIST.	3	White
OTHER	3	Light Blue
COMMERCIAL	11	Light Blue
RENEWABLE ENERGY	3	Blue
RECYCLING	1	White



SOURCE	Count	Color
MCEDC	26	Teal
CCVEDC	7	White
GO-BIZ	6	Blue
MADERA CO.	1	Light Blue
CHOWCHILLA CHAMBER	1	Black

## MCEDC ASSISTED PROJECTS 2019-20

TYPE	BUSINESS	LOCATION
COMMERCIAL	LOVE'S TRAVEL STOP	MADERA
INDUSTRIAL	PREMIUM BOTTLE WATERS	MADERA
INDUSTRIAL	US WATER	MADERA
INDUSTRIAL	TRANPAK	MADERA
COMMERCIAL	VALLARTA SUPERMARKETS	MADERA

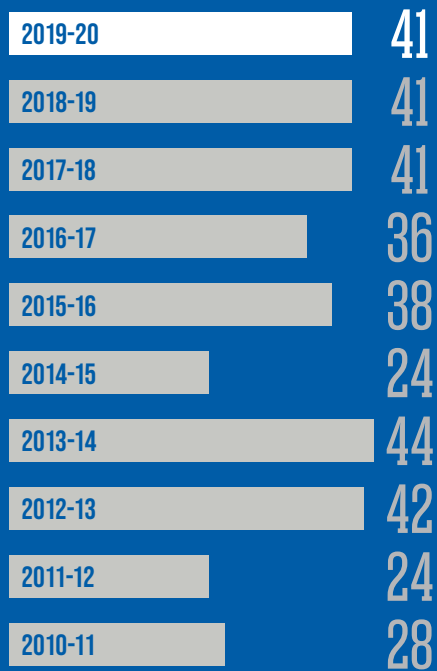
plans to employ up to 250 people. The long-awaited Love's Truck Stop opened this year at Ave 17 and Highway 99 providing a number of employment opportunities for Maderans. There are other projects that are in process that we anticipate opening during the next fiscal year as well.

I believe that these success stories are a tribute to the great determination and resilience of our business community and investors. They represent people who fight to succeed in spite of oppressive regulatory obstacles and hurdles that would stop the faint of heart in their tracks. Our businesses are truly those who "create jobs", not the politicians who love to take credit for something they took no part in developing. Due to the undying spirit of those who put their own capital at risk, I have great confidence in our economic future despite the obstacles. God Bless!

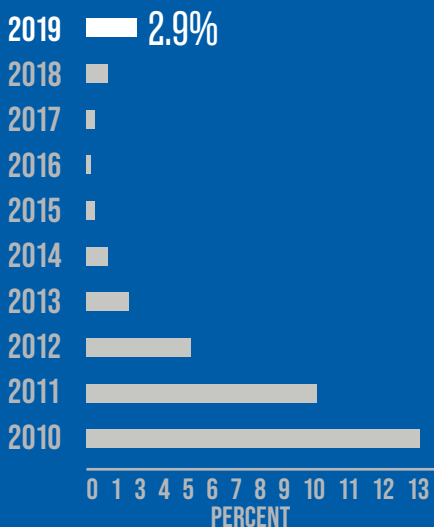
**Robert Poythress**  
Chairman of the Board



# NUMBER OF PROSPECTS



# INDUSTRIAL VACANCY RATE



# MESSAGE FROM THE DIRECTOR

**T**his last fiscal year has been the tale of two economies. One that was running at unprecedented levels and then the COVID-19 economy that brought the nation, and particularly, the State of California, to a never seen before rapid decline and lows. The complete shutdown of the State was only supposed to be for a limited time to “flatten the curve” but now we have seen months of small business shut downs that have bankrupted some and have pushed others to barely surviving.

While the Madera County Economic Development Commission (MCEDC) remains active in marketing Madera County and our communities, we have also pivoted to business assistance. We are administering a Small Business Pandemic Assistance Program that provides grant funding for businesses that have suffered a loss due to COVID-19. It is imperative that we do all we can to make sure our small businesses throughout the County survive. It is those small, locally owned companies that provide so much for our local schools, sports programs and other community orientated activities. They are the backbone of our towns. MCEDC stands committed to do all we can to help them through these most difficult times.

I find it a privilege to come to work each and every day as a representative of the communities located in our wonderful County. I am blessed to work with a great staff and receive ongoing support from the dedicated people that serve on the MCEDC Board of Commissioners. Thank you and God Bless all of our citizens for everything they do to make Madera County “The Perfect Location!”



**Bobby Kahn**  
Executive Director

# ACTIVITIES SUMMARY

## SMALL BUSINESS ASSISTANCE

2 businesses were assisted under the revolving loan program, resulting in the granting of \$329,000 in loans and creating 10 jobs for the local economy.

## JOB ASSISTANCE

21 Employer referrals to the Department of Social Services for the Expanded Subsidized Employment program.

## MARKETING

### MISSIONS

1,125 Brokers were contacted through Direct Mail and Call Campaign  
5 Marketing Missions  
47 Brokers participated in one-on-one meetings

### TRADE SHOWS

3 Tradeshows  
388 Business Contacts

### OTHER MARKETING ACTIVITIES

- Economic Summit Luncheon
- Website/ Property Database/ Blog
- Tools for Business Success - Website Resource Guide
- Marketing/Broker Missions
- Annual Report
- Ribbon Cuttings & Ground Breakings
- E-BIZ, Monthly Email

### SOCIAL MEDIA

- Facebook
- Linked In
- Twitter
- Pinterest
- YouTube

## COMMITTEES

Madera County Mountain Communities Chamber Alliance

Wye Madera County, an advocacy group working to bring the California High-Speed Rail Authority's job-creating heavy maintenance facility to Madera County.

Comprehensive Economic Development Strategy (CEDs)

## MEMBERSHIPS

California Central Valley Economic Development Corporation (CCVEDC)

California Association for Economic Development (CALED)

Madera, Chowchilla, Oakhurst, Bass Lake, North Fork, Coarsegold, and Golden Valley Chamber Members

International Council of Shopping Centers (ICSC)

Select USA

Society of Industrial and Office Realtors-Nor Cal and So Cal Chapters

## AFFILIATIONS

Madera County Workforce Investment Board

KFSN Channel 30 Advisory Council

Greater Madera County Industrial Association (GMCIA)

# HIGHLIGHTS



Riverwalk ground breaking ceremony at Riverstone. The commercial center is a 50 acre project with 500,000 square feet of buildable space.

## EXPANSIONS

**Riverstone** held a ground breaking for the community's new Riverwalk commercial development. The commercial center is a 50 acre project with 500,000 square feet of buildable space on the southwest corner of Avenue 12 and State Highway 41 in Madera.

**Valley Children's Healthcare** announced they will be expanding their facilities, in partnership with Universal Health Services. They will construct an 81,600 square foot 128-bed behavioral health hospital for children and adults on the western portion of the Madera hospital campus.

**Camarena Health** has opened and announced major projects over the year including:

- Chowchilla's multi-facility health complex. The Chowchilla campus provides a full range of medical care services which include family medicine, internal medicine, dental, behavioral health, women's health, optometry and health education services.
- An urgent care clinic in Oakhurst, filling a much needed healthcare gap in the eastern Madera County area. The clinic offers x-ray services and is open seven days a week.
- An announcement of plans for their largest expansion in its history, a \$17 million, 30,000 square foot campus on Almond Avenue in Madera. The facility will include family care, urgent care, women's health, dentistry, behavioral health, and health education.



# NEW BUSINESS

**Love's Travel Stop** opened in Madera adding its 12th California location. The store is located off Highway 99 and Avenue 17. The location is open 24/7 and offers many amenities. The facility employs 94 people.

**TranPak** held a ground breaking July 1, 2019 at Freedom Industrial Park. Span Construction & Engineering built their 65,000 square foot building in less than nine months. TranPak specializes in manufacturing custom pallets. The company is originally from Fresno and employs a total of 65 people.

**Premium Bottled Water** opened in July 2020 and **U.S. Water** opened in the fall 2020. Both companies leased 12,500 square feet of space in Madera's Freedom Industrial Park. Each business has 5-10 employees.



Madera County representatives at Valley Children's Healthcare's announcement of their behavioral health hospital.

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

**Holiday Inn Express** opened in Oakhurst on Highway 41. The hotel has more than 100 rooms. A Fairfield Inn and Hampton Inn are also located in the same area and are expected to open by the end of 2020.

**Vallarta Supermarkets** opened in the fall of 2020 in Madera. The largest Latino-owned supermarket chain in California has renovated a former Mervyn's location in Madera and hired over 200 employees.



The Ueland family, owners of TranPak, breaking ground at their new 65,000 square foot manufacturing facility.



Camarena Healthcare



Oakhurst's Holiday Inn Express

## MADERA IS OUTPACING OTHER SIMILAR-SIZED COUNTIES NATIONWIDE

According to U.S. Bureau of Economic Analysis records, Madera is outpacing other similar-sized counties nationwide in terms of economic growth. Records show Madera County as having the fastest growth in real GDP among the Far West Region's "medium-sized" counties.

Madera's 6.6 percent growth rate is being fueled mostly by the agriculture industry.



Photo: Joseph Carrello

High Speed Rail under construction in Madera County

# HAPPENINGS **MADERA** COUNTY

**Constellation Brands and E. & J. Gallo Winery** have revised their original transaction that included the purchase of Madera’s Mission Bell Winery. The facility is now excluded from the transaction. The revised agreement was amended to support Constellation’s production needs following its decision to retain its Champagne division. The revised transaction is expected to close in the second quarter of 2021.

U.S. News & World Report ranked Valley **Children’s Hospital** as one of the best children’s hospitals in the country in seven pediatric specialties in their 2020-2021 rankings. Valley Children’s received top rankings in Pediatric Diabetes & Endocrinology, Pediatric Neurology & Neurosurgery, Pediatric Gastroenterology & Gastrointestinal (GI) Surgery, Neonatology, Pediatric Orthopedics, Pediatric Urology, Pediatric Pulmonology and Lung Surgery.





Photo: Joseph Carrello

## Madera Transit Center

### P

#### **UBLIC IMPROVEMENTS**

The City of Madera completed their 3,200 square foot Transit Center project. The \$5 mil. project was paid for with state and federal funding. The project includes a dispatch center, training space, offices, reception area, parking for 35 busses, bus wash station, water recapturing system and infrastructure for an electrical fleet.

Madera County opened their Health and Social Services Complex located on Sunrise Avenue. The complex includes four 39,200 square foot buildings. Public Health was fortunate to move into their upgraded facilities before the COVID-19 pandemic hit the community. These new facilities allowed them to better service the public during this critical time. Social Services moved into the complex in March of 2020.

### C

#### **ALIFORNIA HIGH SPEED RAIL**

Two grade separations at Ave. 8 and Ave. 11 were completed as a part of California High Speed Rail's Package 1 Rail Projects. These projects followed the completion of the Cottonwood Creek Bridge and Fresno River Viaduct. Avenue 15 and Avenue 10 grade separations opened the summer of 2020. The Avenue 12 grade separation opened in the fall of 2020. Avenue 7 and Road 27 grade separations are in progress.

# EDUCATION



Oakhurst Community College Center design

**Oakhurst Community College Center** is planning for a new \$25 million campus on 30 acres. Design is underway and the 21,450 square foot facility is expected to be complete by 2022. The campus will be located near Highway 49 and overlooks a large pond.

**Madera Community College Center** received full college status. With the new accreditation, Madera Community College is no longer a satellite campus, and will now receive state funding for additional programs and staffing. It is also eligible for athletic competition within the California Community College Athletic Association and is no longer under the umbrella of Reedley College.

Master Planned Community, Riverstone in Madera County located at Avenue 12, held a ground breaking for Stone Creek Elementary School. The school is expected to open in the fall of 2021 with a capacity for 625, K-6 students.



Madera Community College Center accreditation ceremony.

# OUR SERVICES

## MCEDC IS AVAILABLE TO HELP BUSINESSES BECOME MORE PROFITABLE

by locating them in the geographic center of California, where all modes of distribution transportation converge: freeways, rail, trucking, and air.

### ECONOMIC DEVELOPMENT SERVICES

- Recruitment & Location of new business - Manage County attraction programs
- Public Policy Advocacy - A business advocate for infrastructure, zoning and development issues impacting businesses
- Business Advocacy - Manage the Greater Madera County Industrial Association (GMCIA)
- Infrastructure Development - Initiating and securing funding needed for key infrastructure projects
- Retention & Expansion of existing business
- Consult businesses regarding tax incentives
- Economic Research
- Administrator of the County's Comprehensive Economic Development Strategy (CEDS)
- Management of Madera County's Incentive Programs:

CalRecycle's Recycling Market Development Zone (RMDZ) program combines recycling with economic development to fuel new businesses, expand existing ones, create jobs, and divert waste from landfills. This program provides attractive loans, technical assistance, and free product marketing to businesses that use materials from the waste stream for their manufacturing. To participate, a business must be located in a RMDZ. All of Madera County is a RMDZ so businesses within the county automatically are given the opportunity to benefit from the RMDZ program.

Foreign Trade Zone (FTZ) is a designated area that is for Customs purposes, considered to be outside of the United States. Nearly any imported merchandise can be brought into a Foreign Trade Zone duty-free.

Opportunity Zones are a federal economic development tool aiming to improve the outcomes of distressed communities. They offer tax incentives to groups who invest and hold their capital gains in zone assets or property for at least five years, and a permanent exclusion from a tax on capital gains from the Opportunity Zone's investments held for ten years. Madera County has five designated census tracts included.

## OUR MISSION

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

### PUBLIC SERVICES

- Project Assistance
- Small Business Assistance
- Business Incentive Information
- Small Business Gap Financing
- Industrial & Commercial Site Selection
- Site Tours
- Demographics
- Information on Workforce Programs



## MCEDC COMMISSIONERS 2019-20

**Robert Poythress**  
MADERA CHAMBER OF COMMERCE  
CHAIRPERSON

**Brad Ditton**  
BASS LAKE CHAMBER OF COMMERCE

**Ron Flores**  
INDUSTRY-AT-LARGE

**Brett Frazier**  
MADERA COUNTY BOARD OF SUPERVISORS

**Andy Medellin**  
CITY OF MADERA

**Waseem Ahmed**  
CITY OF CHOWCHILLA

**Mary Diebert**  
PUBLIC UTILITY

**Paige Hill**  
CHOWCHILLA CHAMBER OF COMMERCE

**Wade Wheeler**  
NORTH FORK CHAMBER OF COMMERCE

**Darin Soukup**  
OAKHURST CHAMBER OF COMMERCE

**Aran Johal**  
COARSEGOLD CHAMBER

**Ollia Ridge**  
GOLDEN VALLEY CHAMBER

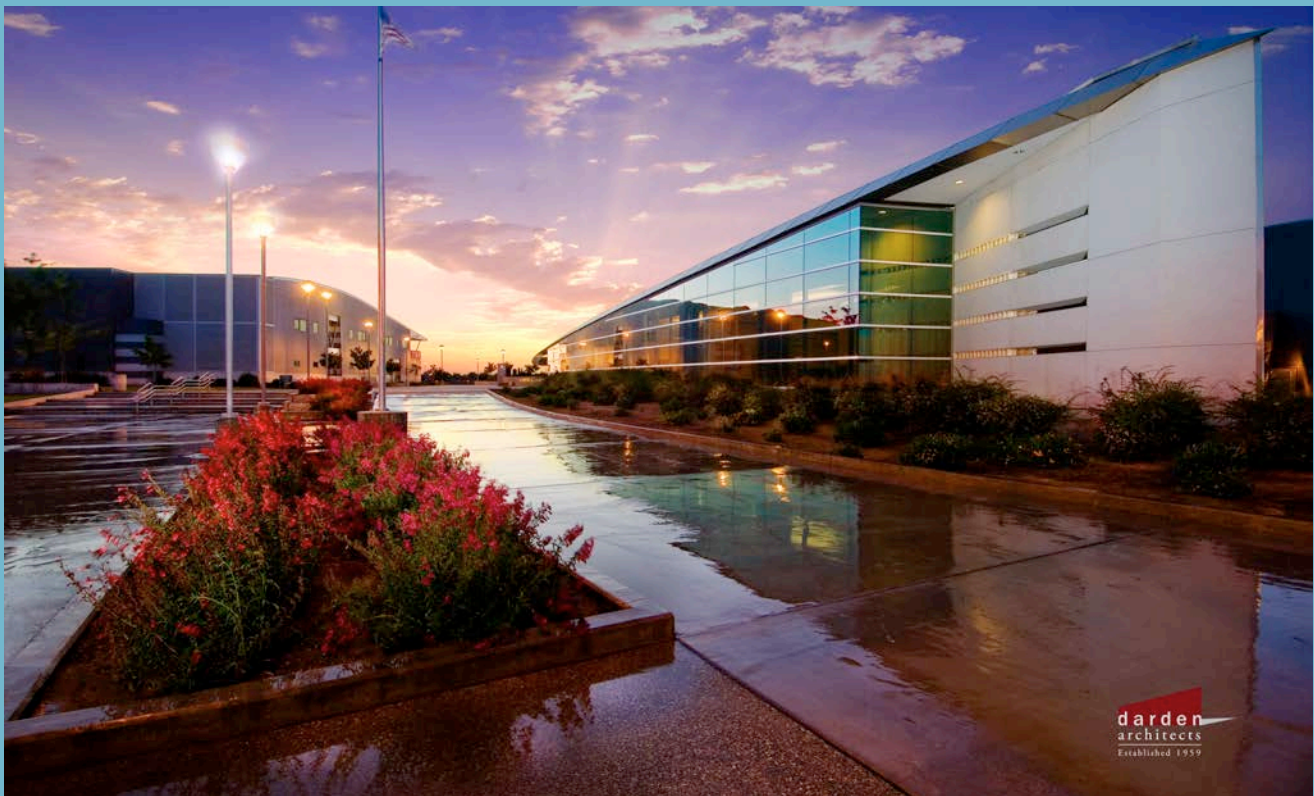
**Tracie Scott-Contreras**  
WORKFORCE DEVELOPMENT OFFICE

## MCEDC STAFF

**Bobby Kahn**  
EXECUTIVE DIRECTOR

**Julie Herd**  
BUSINESS DEVELOPMENT & MARKETING MANAGER

**Lois Leonard**  
BUSINESS ASSISTANCE & OFFICE MANAGER



Newly accredited Madera Community College

### Madera County Economic Development Commission

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MCEDC would like to thank Creative Copy for the printing of this report and other projects for MCEDC.

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