



Economic Development Department

MEMORANDUM

DATE: August 1, 2025

TO: GEORGEANNE A. WHITE, City Manager
Office of the Mayor and City Manger

FROM: CLIFF LONG, Director *C.A. Long*
Economic Development Department

SUBJECT: UNIQUELY QUALIFIED VENDOR

The purpose of this memorandum is to request City Manager approval of the Fresno County Economic Development Corporation (EDC) as a uniquely qualified vendor to provide auxiliary economic development services for the City of Fresno.

The City of Fresno Economic Development Department serves as the economic development agency for the City of Fresno and has historically maintained a contract with the EDC to assist with business attraction, expansion and retention efforts. The EDC also provides economic development services for the following entities: City of Clovis, City of Coalinga, City of Firebaugh, City of Fowler, City of Huron, City of Kerman, City of Kingsburg, City of Mendota, City of Orange Cover, City of Parlier, City of Reedley, City of San Joaquin, City of Sanger, City of Selma and County of Fresno. These services include business attraction marketing at trade shows and trade missions and responding to site selection leads and requests for information. A general search of services in the local area indicates that there is no other entity providing commensurate services.

In light of the demonstrated capacity above, and a lack of another organization able to represent such a broad swath of the regional economy, the Economic Development Department recommends that the Fresno County Economic Development Corporation be confirmed as uniquely qualified.

City Manager's Uniquely Qualified Determination:

☒ Approved ☐ Denied

Georgeanne A. White

Georgeanne A. White, City Manager

8/1/2025

Date