

# Budget Hearings

June 8, 2026

## FRESNO CITY COUNCIL



### Supplement Packet

**ITEM(S)**

**(ID 26-678)**

Economic Development Department

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CITY OF FRESNO  
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**Contents of Supplement:** Presentation

#### **Supplemental Information:**

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MAYOR'S PROPOSED BUDGET FY 2027

# Economic Development Department Budget Presentation

JUNE 9, 2026

## 2 Economic Development Department FY 2027 Total Budget

Category	FY 2024 Actuals	FY 2025 Actuals	FY 2026 Amended	FY 2027 Proposed
Personnel	\$ 934,739	\$ 847,091	\$ 1,036,000	\$ 1,080,200
Non-Personnel	253,155	1,712,310	1,818,300	610,300
Interdepartmental	151,130	192,652	156,800	136,600
<b>Total</b>	<b>\$ 1,339,024</b>	<b>\$ 2,752,053</b>	<b>\$ 3,011,100</b>	<b>\$ 1,827,100</b>

### Notes:

- Personnel budget accounts for attrition rate of 10.28%
- The decrease in Non-Personnel costs are primarily related to the expenditure of an \$800,000 PG&E charitable donation grant and \$230,000 related to the Property and Business Improvement Districts (PBIDs) for Blackstone and Belmont.



## Economic Development Department FY 2027 Budgeted Positions

Category	FY 2025 Adopted	FY 2026 Adopted	FY 2026 Amended	FY 2027 Changes	FY 2027 Proposed
Economic Development	8.0	8.0	8.0	0.0	8.0
<b>Total</b>	<b>8.0</b>	<b>8.0</b>	<b>8.0</b>	<b>0.0</b>	<b>8.0</b>

### Notes:

- The department now has all four (4) Economic Development Coordinator positions filled
- One (1) Economic Development Analyst position remains unfilled to meet attrition target



## Economic Development Department Operational Impacts

Description	FY 2027 Proposed
1) Contractual Obligations	\$ 225,000
2) Trade Shows/Missions	\$ 76,300
3) Analytic Tools	\$ 24,000

### Notes:

1. Contractual obligations include contract with Fresno County Economic Development Corporation
2. Trade Shows/Missions for FY 2027 include ICSC – Las Vegas, SemiCon West, Select USA, World Ag Expo, IAMC and others
3. Analytic tools include software used for economic assessment and business assistance like Dun & Bradstreet, CoStar and others



## Economic Development Department Program & Project Highlights

Description	FY 2027 Proposed
1) Airport Property and Business Improvement District (PBID) Council Motion Carryover	\$ 150,000

### Notes:

1. The department's budget includes council motion carryover funds for the Airport Corridor PBID



## Economic Development Department **Business Outreach Highlights - 2026**

1. Outreach to local businesses through programs and events such as:
  - Energy Efficiency Grant Program – 58 Businesses
  - Belmont and Blackstone PBID Feasibility Study
  - Tower District Vacant Building Incentive
  - Local Immigrant Integration and Inclusion Grant
  - Façade Grants
  - San Joaquin Valley Manufacturing Alliance (SJVMA) Summit
  - Central California Women's Conference
2. Attending regional, state and national tradeshow such as:
  - SemiCon West – Phoenix
  - ICSC Las Vegas
  - Select USA
  - Site Selectors Guild
  - World Ag Expo



# Economic Development Department Business Outreach Highlights - 2026



JUNE 9, 2026

MAYOR'S PROPOSED BUDGET FY 2027

## Economic Development Department **Business Outreach Highlights - 2027**

1. Outreach to local businesses through programs and events such as:
  - Continued work on Belmont and Blackstone PBID Feasibility Studies
  - Tower District Vacant Building Incentive
  - SJVMA Summit
  - Central California Women's Conference
  - **NEW Business Visitation Program**
2. Attending regional, state and national tradeshow such as:
  - SemiCon West – San Francisco
  - ICSC Events
  - Select USA
  - **Industrial Asset Management Council (IAMC) – PLANNED NEW**



## Economic Development Department **Business Outreach Highlights - 2027**

NEW Business Visitation Program: Engage mid-sized, large and fast-growing small locally owned businesses with ongoing City efforts and programs.

Target: Locally owned businesses in the manufacturing, distribution, value-added agriculture and technology sectors with at least ten (10) employees.

The program objectives include:

- Strengthening communication between the City and the local business community
- Providing a formal mechanism to learn more about our local businesses, share resources and build stronger partnerships
- Empowering business owners to discuss operations and opportunities for expansion



# Questions

