

**Fresno County Economic Development Corporation  
High-Speed Rail Business Support Program  
Client Activity and Projections for 2018 and 2019**

Since the department's inception in 2013, the EDC has worked with 234 directly impacted businesses and/or property owners within the City of Fresno (not including secondary impacted businesses). During the peak of our activity, we have committed a portion of seven personnel's time to the High-Speed Rail Business Support team. On average, we have billed 39 hours per client, with more complex clients requiring hundreds of hours of direct one-on-one assistance. This work includes a range of services throughout the entire process, which in some cases has spanned several years due to a project's uniqueness and complexity. We estimate that 47 clients are still in need of some level of assistance.

While we have spent on average 39 hours per client, there is a significant amount of time focused on existing and pending clients who have yet to reach right-of-way agreements and complete reconfigurations and/or relocations. Some are notable businesses with complex issues, such as Commercial Manufacturing, or Alert-O-Lite, who despite proactive efforts to reach resolutions over the past four years, just executed a Possession and Use Agreement with the EDC's assistance. Therefore, while there may be fewer clients than in 2013 when the program was inceptioned, there are several clients who require much more hands-on assistance due to their complexity in nature.

Moreover, there are several examples of clients that the department previously deemed "complete" which have contacted us with unresolved issues post-relocation, post-reconfiguration, or post-settlement with the High-Speed Rail Authority. For example, in 2014 and 2015, the EDC spent a great deal of time assisting Bread of Life Church with identifying a new facility that met their unique requirements. Despite successfully relocating, they later determined the site was infeasible to sustain their business, therefore they have reengaged our office to identify a more adequate facility to ensure their company's long-term viability.

What is not included in the purposes of this analysis is the request for services for businesses and property owners experiencing secondary impacts due to road closures and construction activity. While we have not included those hours associated in these projections, it is an area that may warrant time and resources if identified as a priority by the High-Speed Rail Authority and City of Fresno. Also, it has been recently conveyed by the High-Speed Rail Authority that there may be additional small acquisitions due to design changes, thus requiring additional assistance.