

# Budget Hearings

June 6, 2023

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CITY OF FRESNO  
CITY CLERK'S OFFICE

## FRESNO CITY COUNCIL



### Supplemental Packet

#### ITEM(S)

**ID 23-790 - Economic Development Department**

**Content of Supplement: PowerPoint**

#### *Item(s)*

##### **Supplemental Information:**

Any agenda related public documents received and distributed to a majority of the City Council after the Agenda Packet is printed are included in Supplemental Packets. Supplemental Packets are produced as needed. The Supplemental Packet is available for public inspection in the City Clerk's Office, 2600 Fresno Street, during normal business hours (main location pursuant to the Brown Act, G.C. 54957.5(2)). In addition, Supplemental Packets are available for public review at the City Council meeting in the City Council Chambers, 2600 Fresno Street. Supplemental Packets are also available on-line on the City Clerk's website.

##### **Americans with Disabilities Act (ADA):**

The meeting room is accessible to the physically disabled, and the services of a translator can be made available. Requests for additional accommodations for the disabled, sign language interpreters, assistive listening devices, or translators should be made one week prior to the meeting. Please call City Clerk's Office at 621-7650. Please keep the doorways, aisles and wheelchair seating areas open and accessible. If you need assistance with seating because of a disability, please see Security.



# FY 2024 Economic Development Department Budget Presentation

# Economic Development Department

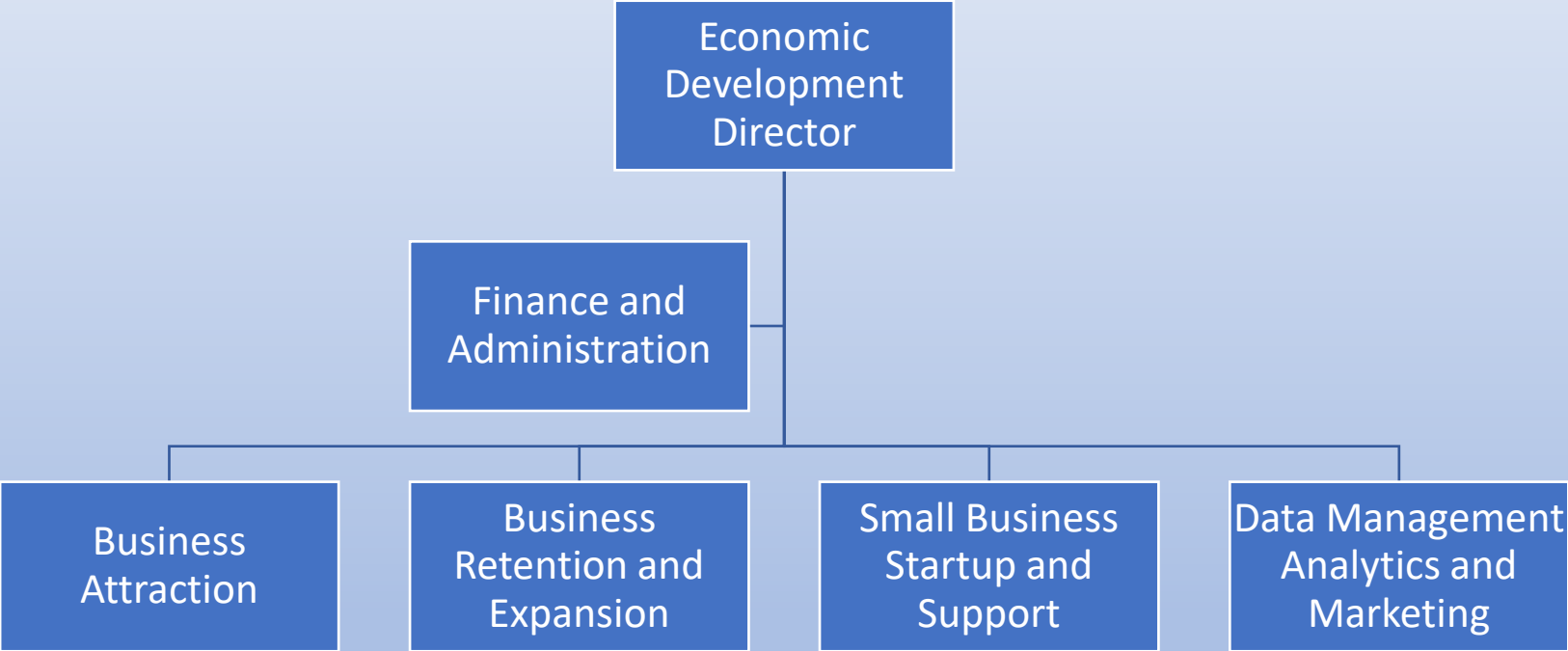
## Mission Statement

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The mission of the Economic Development Department is to support inclusive economic development by increasing investment in Fresno in a way that contributes to the growth of the City's economy and tax base, fosters diversity and fiscal sustainability, expands job opportunities for ALL residents and enhances the City's sense of place and quality of life.

This effort is sustained by the Department's overall goal to attract, retain and grow businesses in Fresno.

# Economic Development Department Organization Chart



# Economic Development Department

## FY 2023 Accomplishments

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- Five (5) projects completed creating 164 new jobs and an economic impact of over \$21 million.
  - This includes one local manufacturer who secured \$1.2 million in Cal Competes Tax Credits from the State.
- Provided more than \$2 million in direct support and technical assistance to City of Fresno businesses.
- **Business Attraction:** Working with 67+ new businesses looking to potentially locate their operations in Fresno.
  - Potential economic impact of over \$620 million
  - More than 3,600 new jobs
- **Business Retention and Expansion:** Assisted 16+ local businesses to remain in operation in Fresno.
  - 931 jobs
  - \$40,241,312 in tax revenue
  - \$324,922,446 in overall economic impact

# Economic Development Department

## FY 2024 Total Budget

| Appropriation Type            | FY 2021<br>Actuals | FY2022<br>Actuals | FY 2023<br>Amended | FY 2024<br>Proposed |
|-------------------------------|--------------------|-------------------|--------------------|---------------------|
| Personnel                     | \$358,160          | \$704,942         | \$881,400          | \$1,086,500         |
| Non-Personnel                 | \$672,160          | \$2,400,921       | \$3,513,200        | \$693,700           |
| Interdepartmental             | \$65,644           | \$80,445          | \$147,600          | \$128,100           |
| Total Department Expenditures | \$1,095,964        | \$3,186,308       | \$4,542,200        | \$1,908,300         |

### Notes

- EEMI-\$70,000 Grant Program Period Ended in FY23.
- Northpointe Community Benefit Fund-\$300,300 moved out of Econ Dev.
- \$2.5 million in one-time ARPA Funded Small Business Programs.



# Economic Development Department

## FY 2024 # of Budgeted Positions

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| Position Type        | FY 2022<br>Adopted | FY 2023<br>Adopted | FY 2023<br>Amended | FY 2024<br>Changes | 2024<br>Proposed |
|----------------------|--------------------|--------------------|--------------------|--------------------|------------------|
| Economic Development | 7.50               | 8.00               | 8.00               | 0.00               | 8.00             |
| Total                | 7.50               | 8.00               | 8.00               | 0.00               | 8.00             |

### Notes

- No Additional Positions

# Economic Development Department

## FY 2024 Budget - Most Impactful Items

| Non-Position Type Budget | 2024 Proposed |
|--------------------------|---------------|
| Contractual Obligations  | \$355,000     |
| Training                 | \$20,000      |
| Conferences/Travel       | \$105,000     |
| Marketing                | \$85,000      |

### Notes

1. Contractual Obligations includes \$175,000 for a contract with the Fresno County Economic Development Corporation, and \$180,000 for the Fresno Chamber's MADE Conference.
2. Training includes \$20,000 for Economic Development training through CSU-Fresno/CALED, IEDC training, and other opportunities.
3. Conferences/Travel includes ICSC RECon, MD&M West, Select USA, ICSC Monterey, World Ag Expo, CALED Annual Conference, and the IEDC Annual Conference.



# Economic Development Department

## Community Outreach

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### Anticipated Community Outreach:

- Comprehensive Economic Development Strategy-Community Meetings Citywide
  - Includes developing a community stakeholder group to provide insight and SWOT analysis; and,
  - A listing and prioritization of capital projects that would qualify for Economic Development Administration infrastructure funding.



**QUESTIONS**