



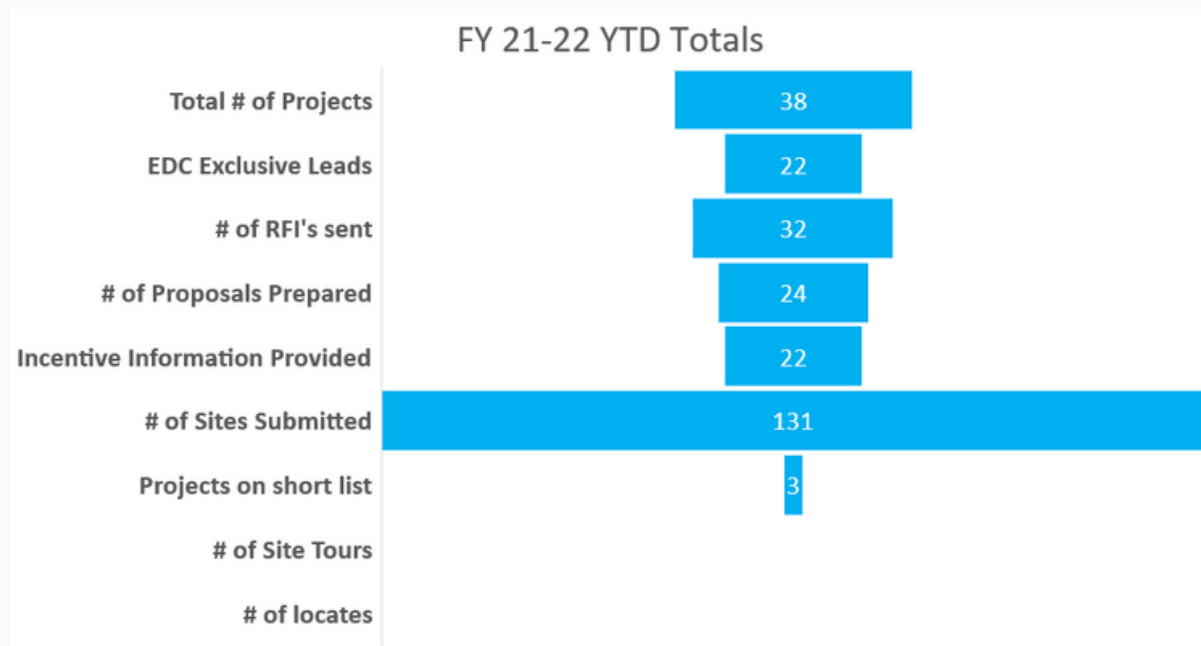
# TULARE COUNTY ECONOMIC DEVELOPMENT CORPORATION



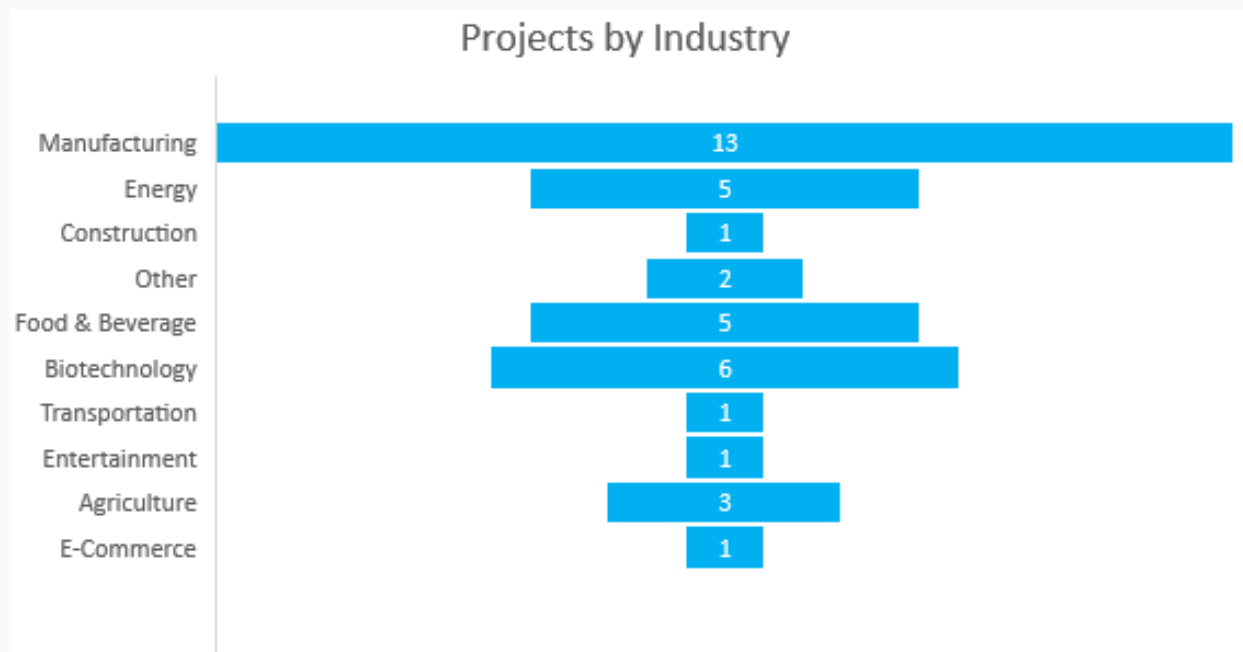
June 14, 2022

## FY 21-22 METRICS OVERVIEW

Despite the continued challenges Tulare County faced brought on by the COVID-19 pandemic, TCEDC staff remained responsive to incoming leads from site selectors, brokers, and from local partners to continue facilitating job creation in Tulare County. Below are the prospect activity metrics for the 2021-2022 Fiscal Year.

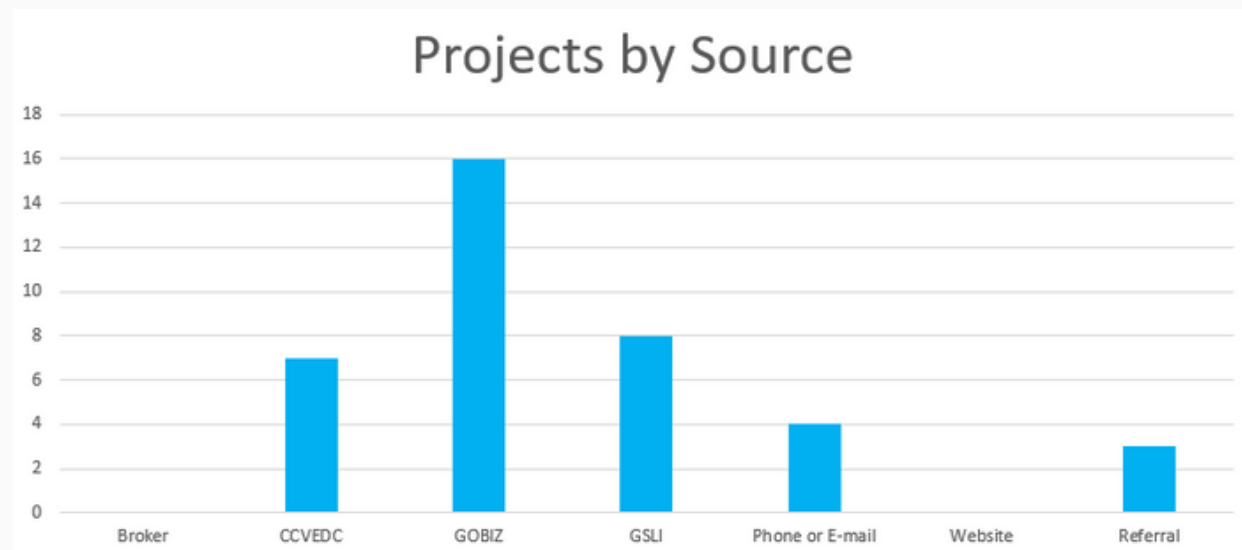


TCEDC staff opened a total of thirty-eight (38) new project files this fiscal year based on inquiries received from various lead sources. Twenty-two (22) of those projects were exclusive leads, a direct result of TCEDC's marketing activities. Three (3) projects shortlisted sites in Tulare County in the final site selection process. To-date, all three short listed projects are still active and TCEDC continues to pursue these short-listed projects.



TCEDC staff received more manufacturing inquiries than any other industry by far this fiscal year; followed by Biotechnology, Energy, and Food and Beverage (Cold Storage, Recycling/Processing) projects.

The TCEDC continues to target industrial job creators in its marketing activities in order to bring stable, high-paying jobs to Tulare County.



Sixteen (16) project leads were produced by the Governor's Office of Business & Economic Development (GOBIZ), by far the most leads generated this fiscal year. TCEDC's third-party Global Site Locator produced eight (8) leads, and California Central Valley Economic Development Corporation (CCVEDC) produced seven (7) leads. Four (4) leads were direct/referral to TCEDC. Website leads are down this fiscal year compared to previous years; however, staff is working regularly to update the website's pages and marketing information.

Staff attended the 2022 WestPack Convention at the Anaheim Convention Center and 2021 SIOR in Napa County, in-person this fiscal year. Additionally, TCEDC staff participated in fifty-four (54) Broker/Trade Missions with brokers across the United States, resulting in the creation of new relationships and the fostering of continued partnerships. These meetings continue to be a critical part of the TCEDC's marketing activities as site selectors and brokers search for communities with strong development potential.



### Notable Projects

Three (3) projects were shortlisted this year with Tulare County sites in the final selection process.

**1024-22/GSLI Lead,** A cold storage company seeking 15-25 acres of land to build a 150,000 sq ft facility. Four Tulare County sites were submitted.

**1025-22/ GOBIZ Lead,** An E-commerce company seeking 1-2million sq ft facility. Three Tulare County sites were submitted.

**1026-22/TCEDC Direct Lead,** A light industrial warehouse company seeking 10 acres to develop a multi-tenant facility. One Tulare County site was pre-selected.

TCEDC is committed to the economic development of Tulare County by attracting, supporting and retaining businesses. We look forward to another year of support and partnerships from our local municipalities.

Sincerely,

Vice President/COO

Tulare County Economic Development Corporation