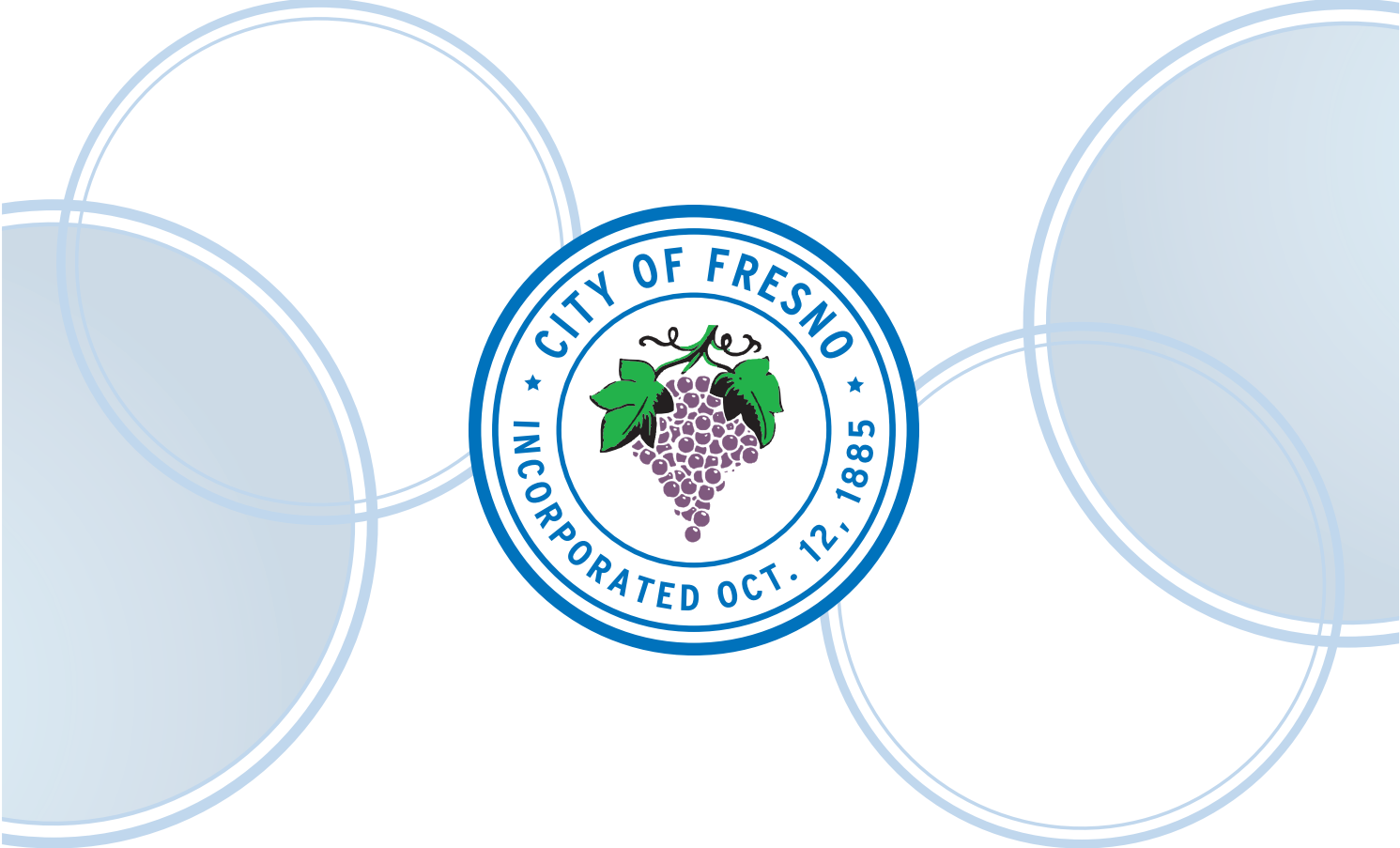




ECONOMIC DEVELOPMENT DEPARTMENT **ACTIVITY REPORT** *QUARTER 2: 2023*

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QUARTER 2: 2023 BUSINESS ATTRACTION STATISTICS

91

Total Number of Business Reached

56

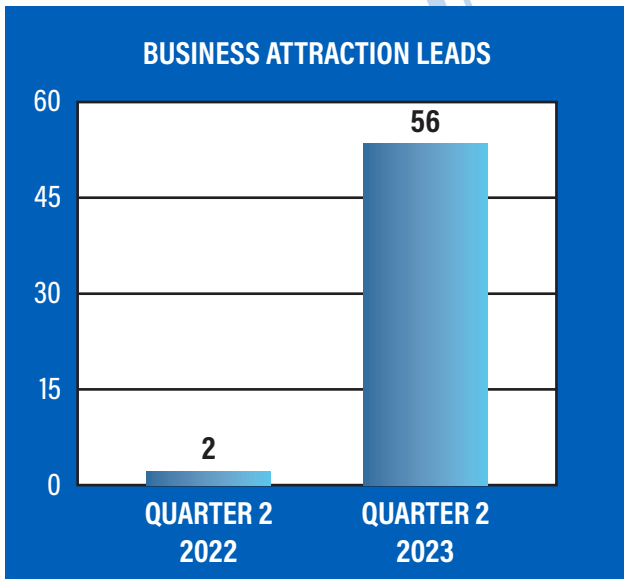
Number of New Leads

2

Number of Contracted Economic Development Projects "Wins"

Created to Lost Lead Ratio

56:0



Domestic Business Leads

53

International Business Leads

3

Large Business Leads

2

Small Business Leads

54

New Clients

53

Commercial Site Visits

27

Client Meetings

91

QUARTER 2: 2023 BUSINESS ATTRACTION BREAKDOWN



QUARTER 2: 2023 ECONOMIC IMPACT ANALYSIS BUSINESS ATTRACTION LEADS

TOTAL BUSINESS ATTRACTION LEADS: **56**

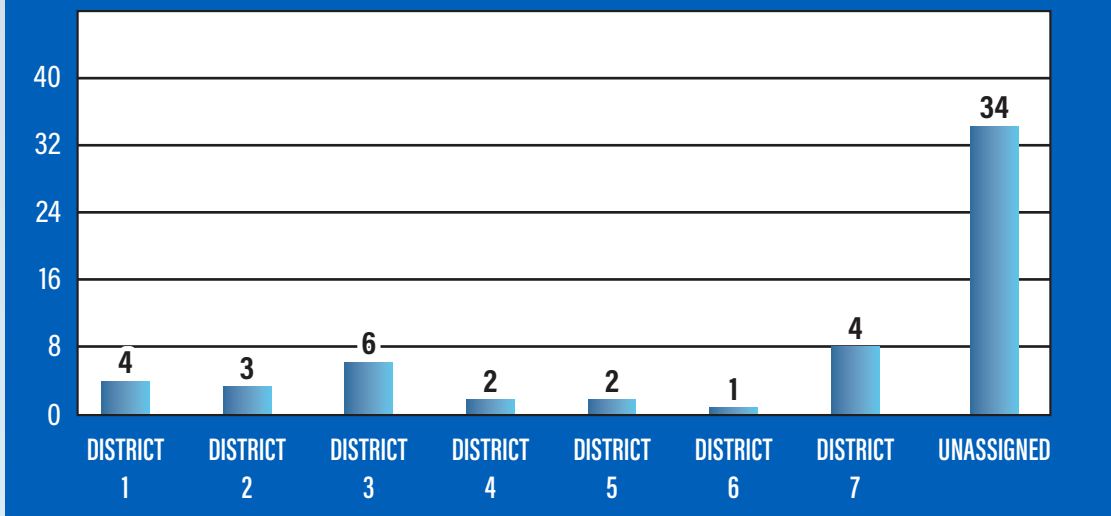
TOTAL PROJECTED JOBS CREATED: **1,524**

TOTAL PROJECTED TAX REVENUE: **\$38,744,681**

TOTAL PROJECTED ECONOMIC IMPACT: **\$235,929,706**

*All Figures are projections derived from IMPLAN software. Methodology for all figures is based on business operating for one calendar year.

NUMBER OF ATTRACTION PROJECTS BY COUNCIL DISTRICT





YEAR-TO-DATE FISCAL YEAR 2023 BUSINESS ATTRACTION STATISTICS

120 Total Number of Businesses Reached

114 Number of New Leads

7 Number of Contracted Economic Development Projects "Wins"

Total State RFI's Responded to

3

Virtual Missions

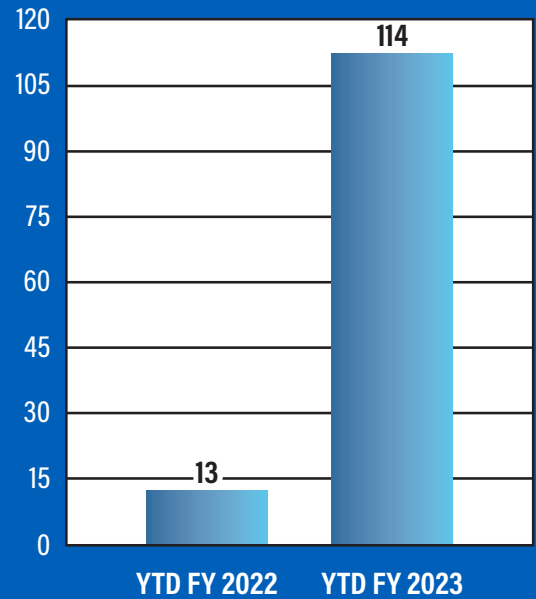
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Tradeshows Attended

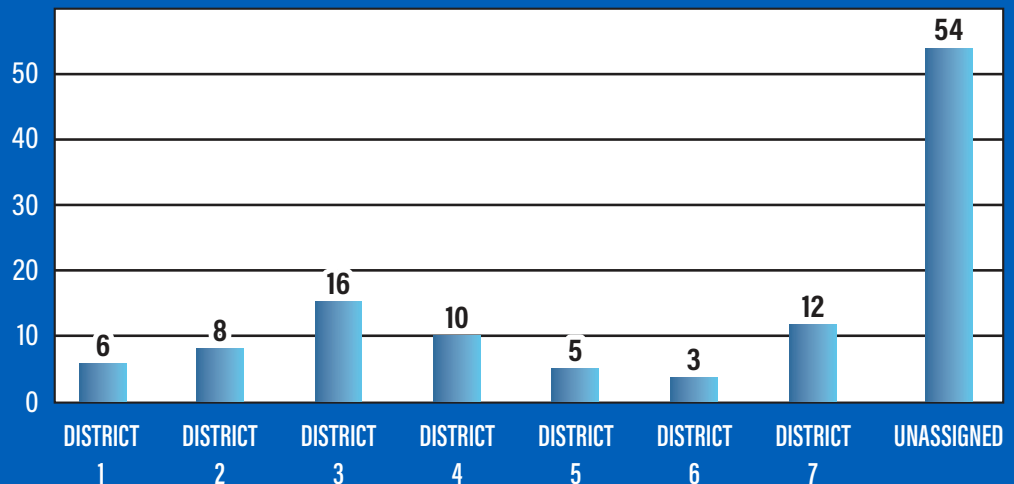
1

3

BUSINESS ATTRACTION LEADS



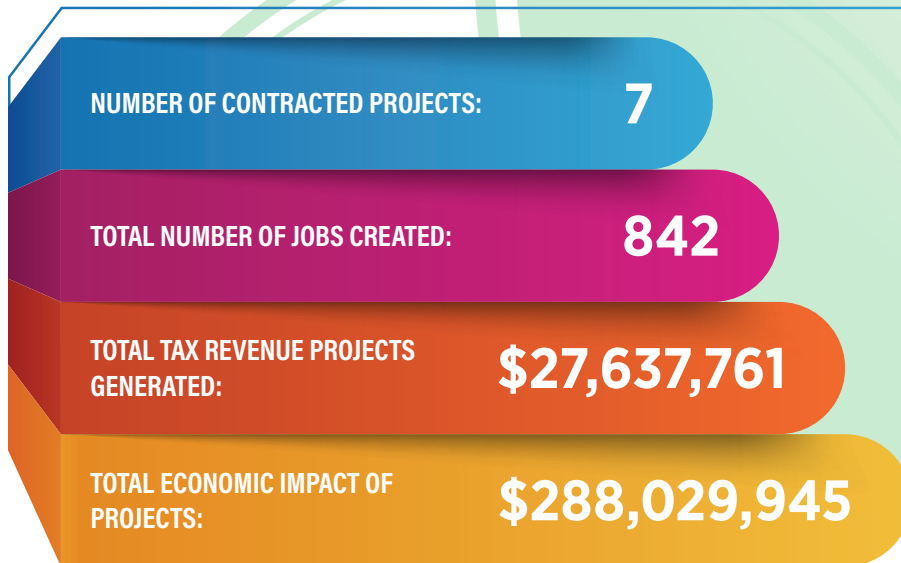
YTDF23 NUMBER OF ATTRACTION PROJECTS BY COUNCIL DISTRICT



YEAR-TO-DATE FISCAL YEAR 2023 BUSINESS ATTRACTION PROJECTS

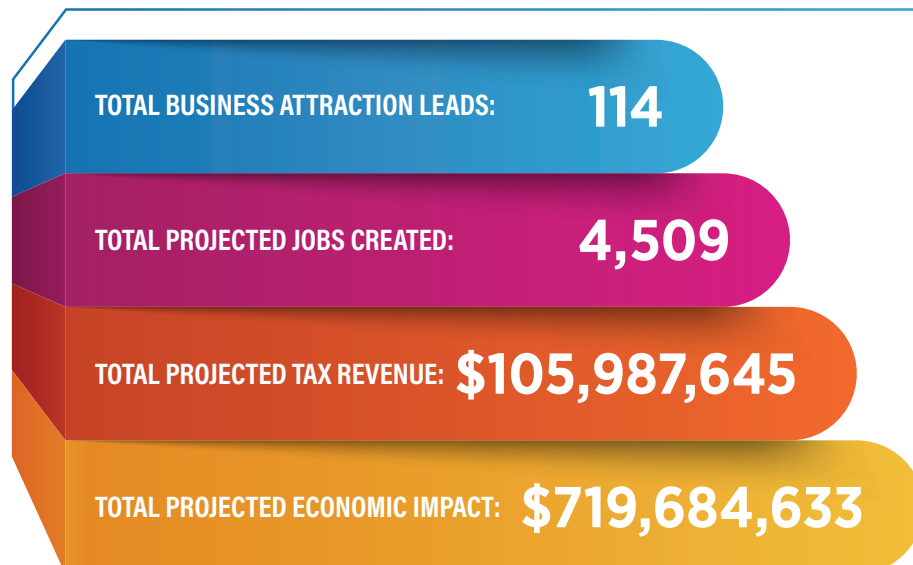


FISCAL YEAR-TO-DATE 2023 CONTRACTED ECONOMIC DEVELOPMENT PROJECTS "WINS"



*All Figures are projections derived from IMPLAN software. Methodology for all figures is based on business operating for one calendar year.

NEW BUSINESS ATTRACTION LEADS PROJECTED ECONOMIC IMPACT



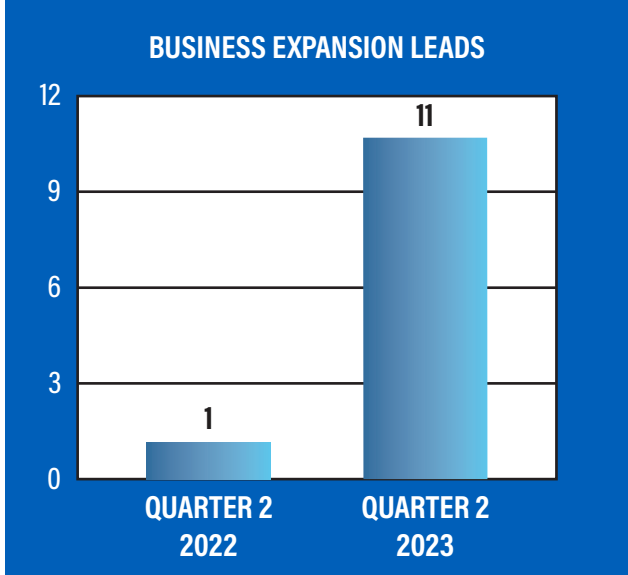
*All Figures are projections derived from IMPLAN software. Methodology for all figures is based on business operating for one calendar year.



QUARTER 2: 2023 BUSINESS EXPANSION STATISTICS

- 4 Total Number of Business Reached
- 11 Number of New Leads
- 1 Number of Contracted Economic Development Projects "Wins"

Created to Lost Lead Ratio
11:0



- Domestic Business Leads 9
- International Business Leads 2
- Large Business Leads 2
- Small Business Leads 9
- New Clients 10
- Commercial Site Visits 2
- Client Meetings 4

QUARTER 2: 2023 BUSINESS EXPANSION BREAKDOWN



QUARTER 2: 2023 ECONOMIC IMPACT ANALYSIS BUSINESS EXPANSION LEADS

TOTAL BUSINESS EXPANSION LEADS: **11**

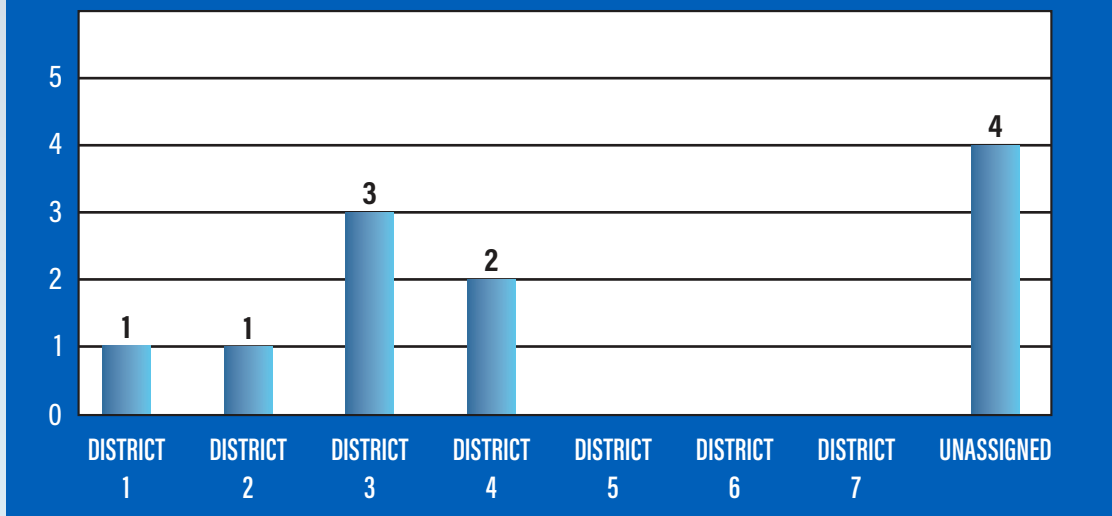
TOTAL PROJECTED JOBS CREATED: **564**

TOTAL PROJECTED TAX REVENUE: **\$26,020,827**

TOTAL PROJECTED ECONOMIC IMPACT: **\$210,688,081**

*All Figures are projections derived from IMPLAN software. Methodology for all figures is based on business operating for one calendar year.

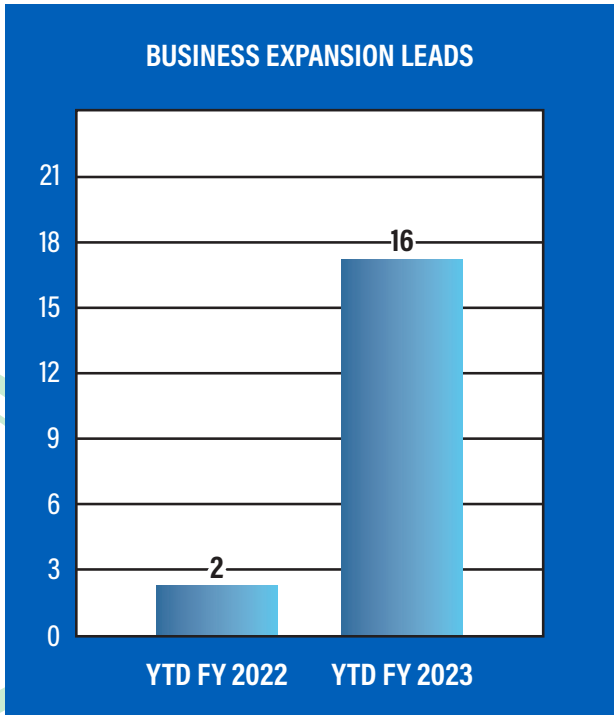
NUMBER OF EXPANSION PROJECTS BY COUNCIL DISTRICT





YEAR-TO-DATE FISCAL YEAR 2023 BUSINESS EXPANSION STATISTICS

- 16** Total Number of Businesses Reached
- 16** Number of New Leads
- 1** Number of Contracted Economic Development Projects "Wins"



Marketing Missions

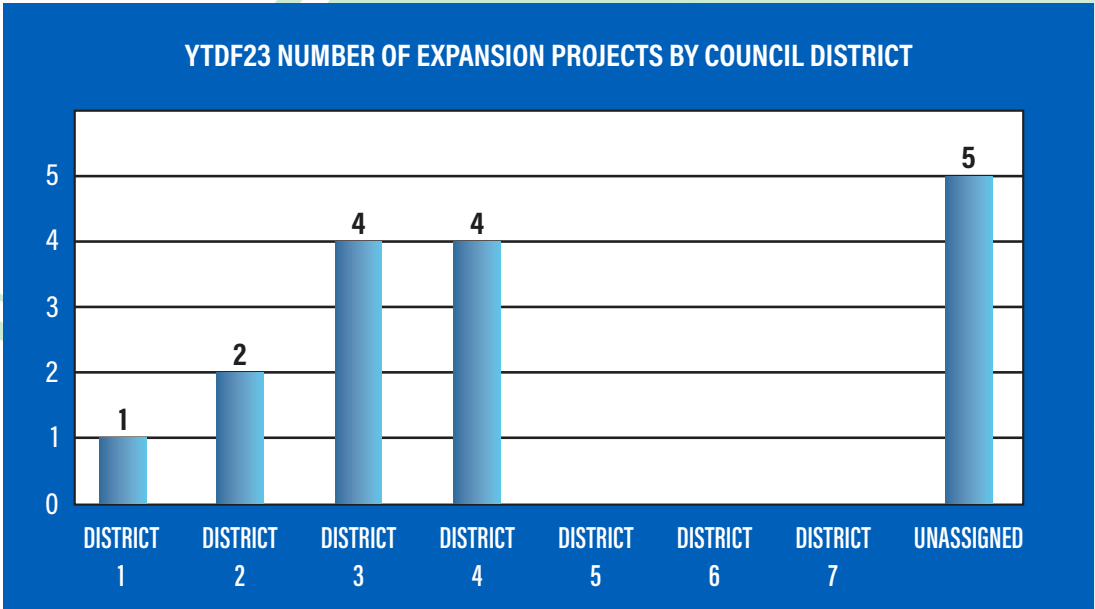
2

Virtual Missions

1

Tradeshows Attended

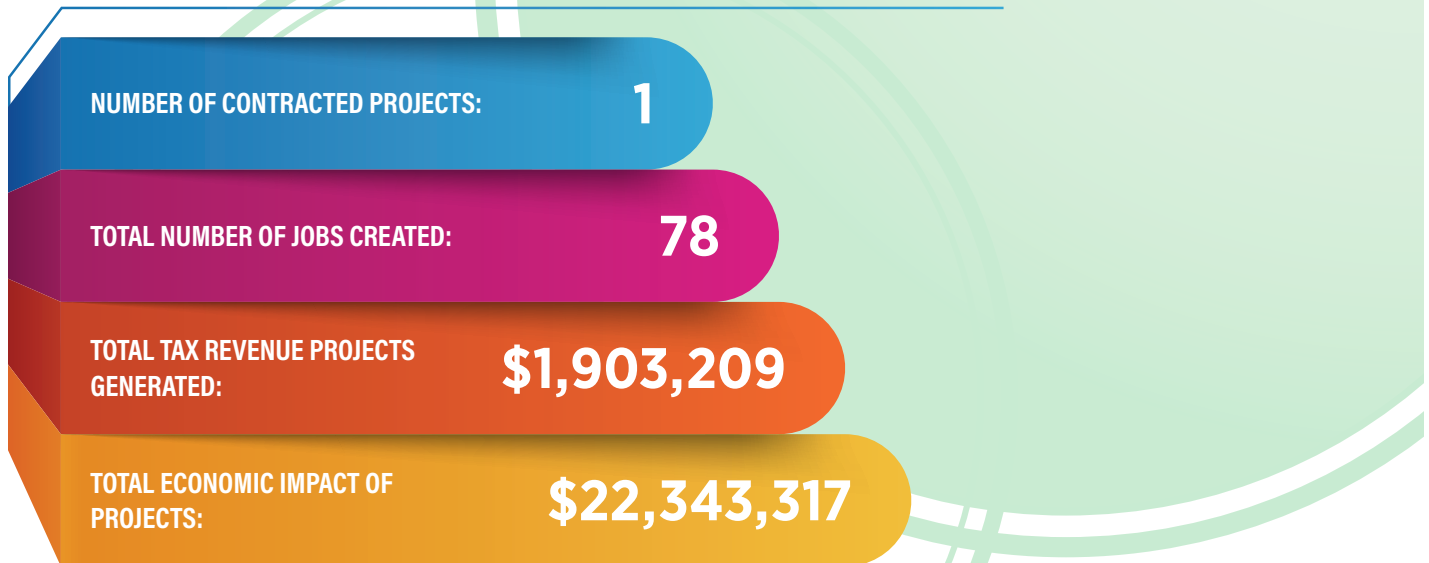
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YEAR-TO-DATE FISCAL YEAR 2023 BUSINESS EXPANSION PROJECTS

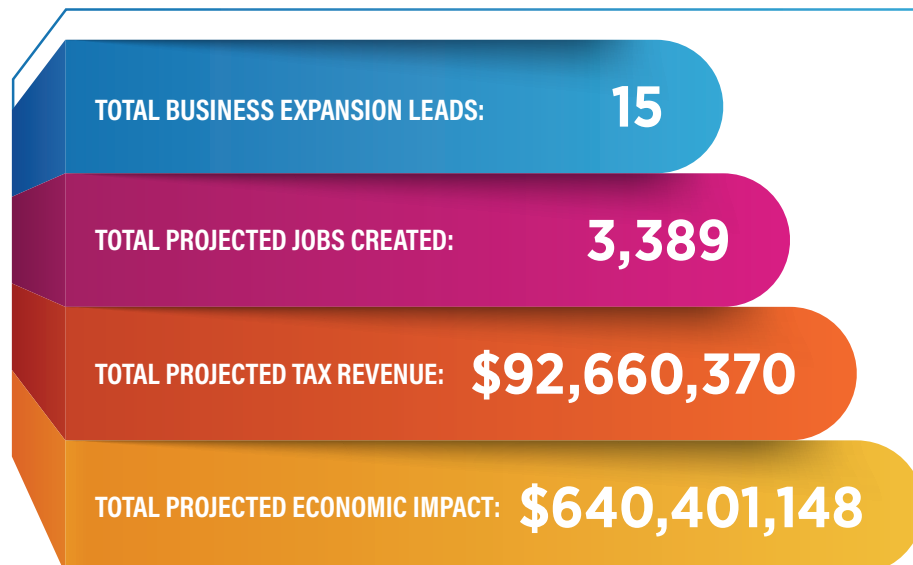


FISCAL YEAR-TO-DATE 2023 CONTRACTED ECONOMIC DEVELOPMENT PROJECTS "WINS"



*All Figures are projections derived from IMPLAN software. Methodology for all figures is based on business operating for one calendar year.

NEW BUSINESS EXPANSION LEADS PROJECTED ECONOMIC IMPACT

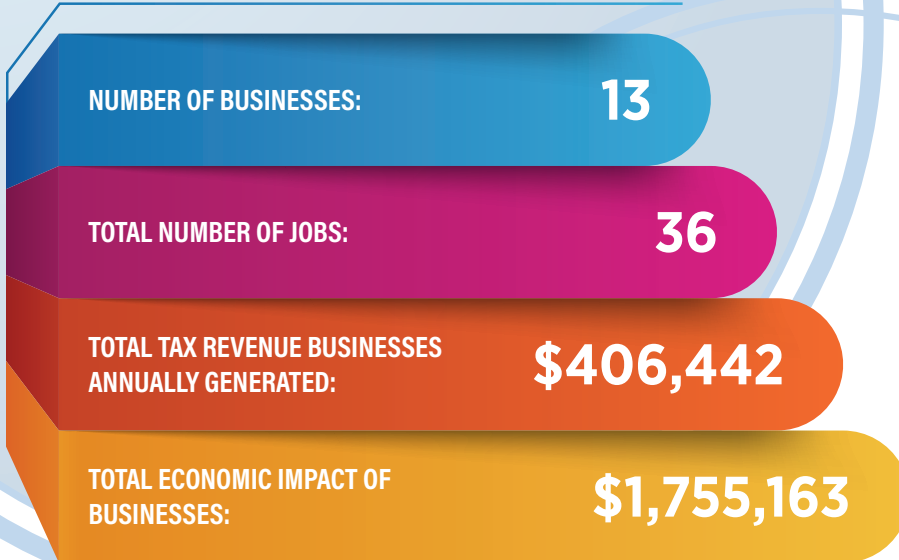


*All Figures are projections derived from IMPLAN software. Methodology for all figures is based on business operating for one calendar year.



QUARTER 2: 2023 BUSINESS RETENTION STATISTICS

NUMBER OF ACTIVE BUSINESS RETENTION PROJECTS

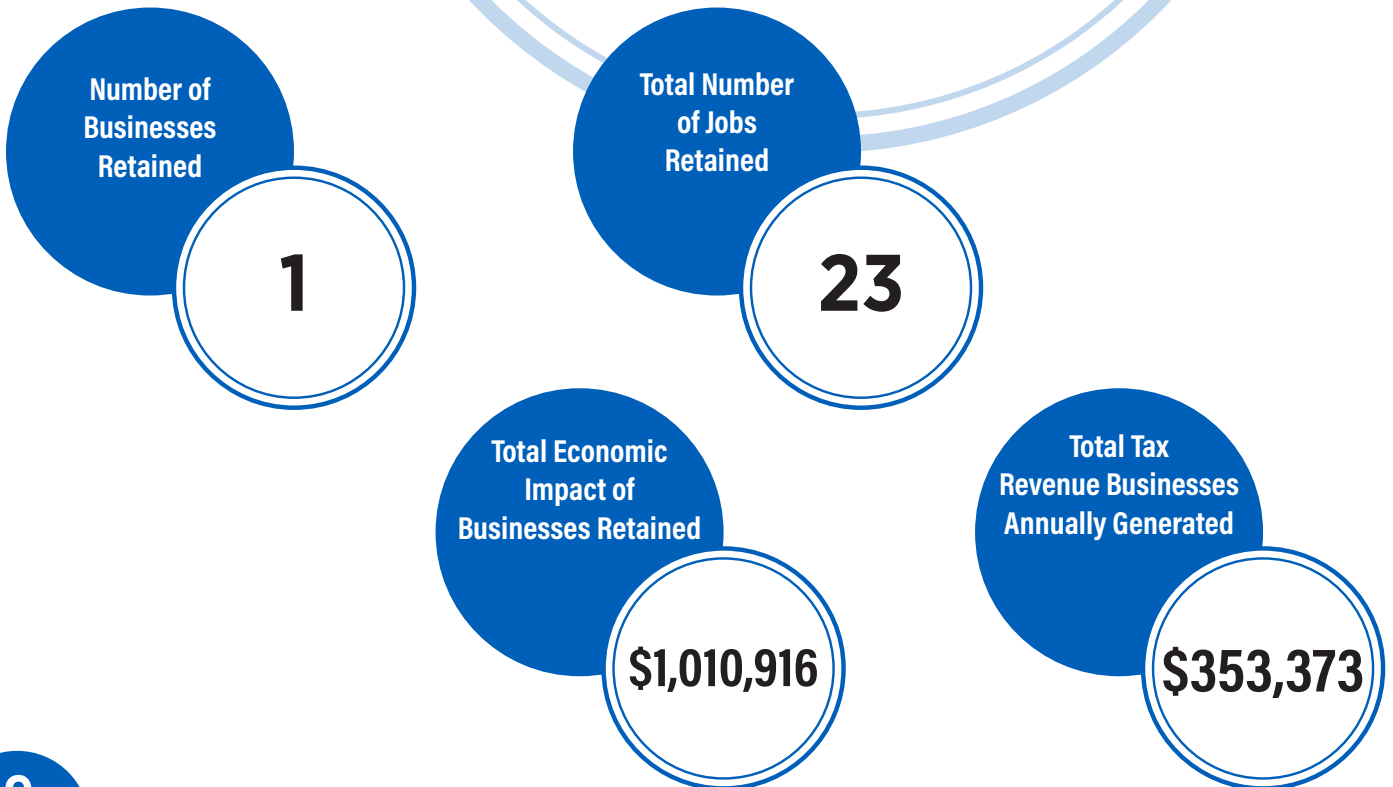


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HIGHLIGHT OF THE QUARTER

In response to the unexpected mass Bitwise layoff at the end of May, the City of Fresno partnered with the Workforce Development Board to host a job fair to help connect former employees to local employers looking to hire. In less than 3 weeks, the team was able to convene over 60 employers and 300 job seekers for the event held at City Hall! The job fair was so successful, it will be highlighted at the upcoming California Workforce Association's "Meeting of the Minds", which will be held in Monterey in September.

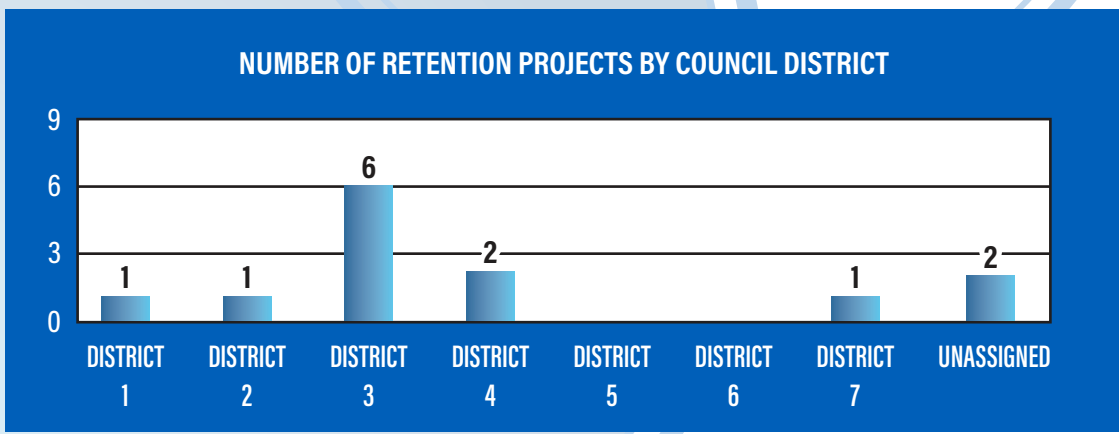
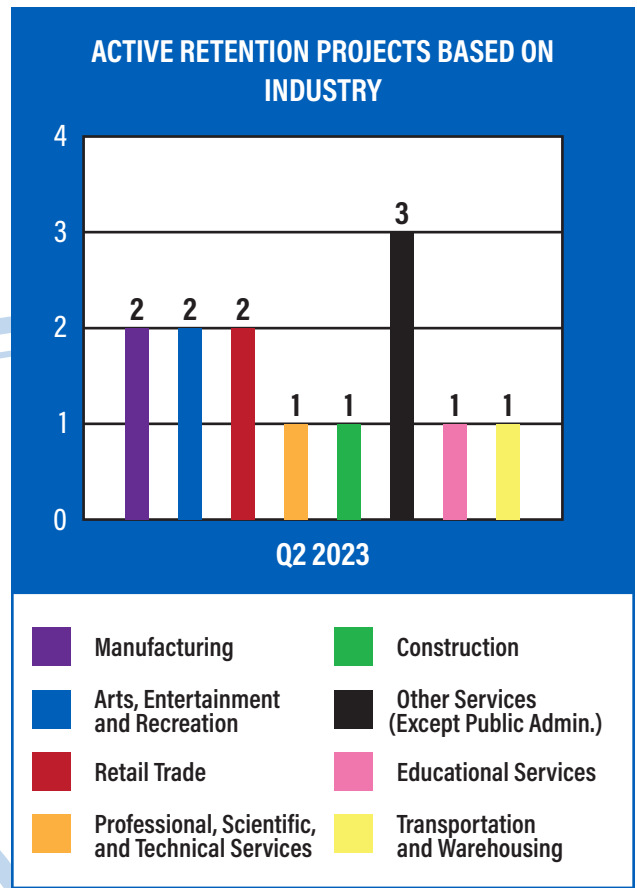
NUMBER OF COMPLETED RETENTION PROJECT "WINS"



QUARTER 2: 2023 BUSINESS RETENTION BREAKDOWN



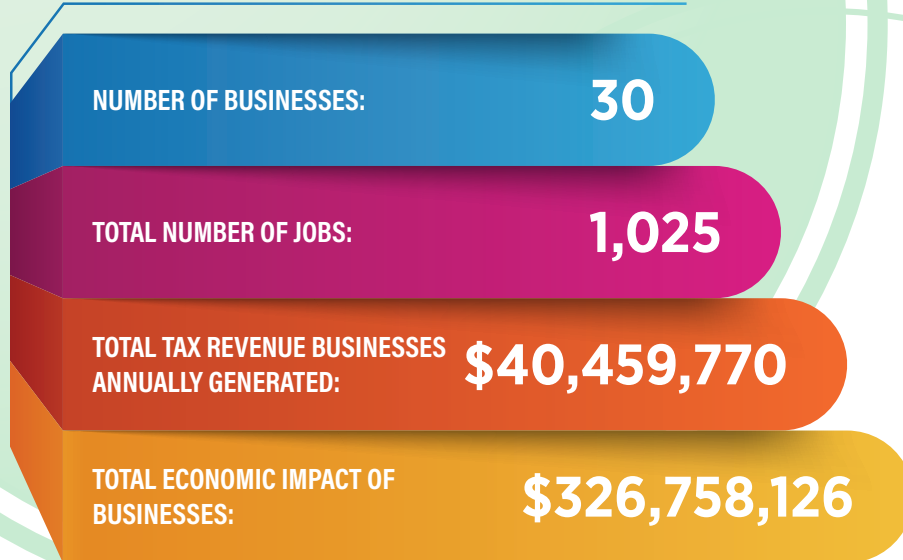
QUARTER 2: 2023 RETENTION BREAKDOWN





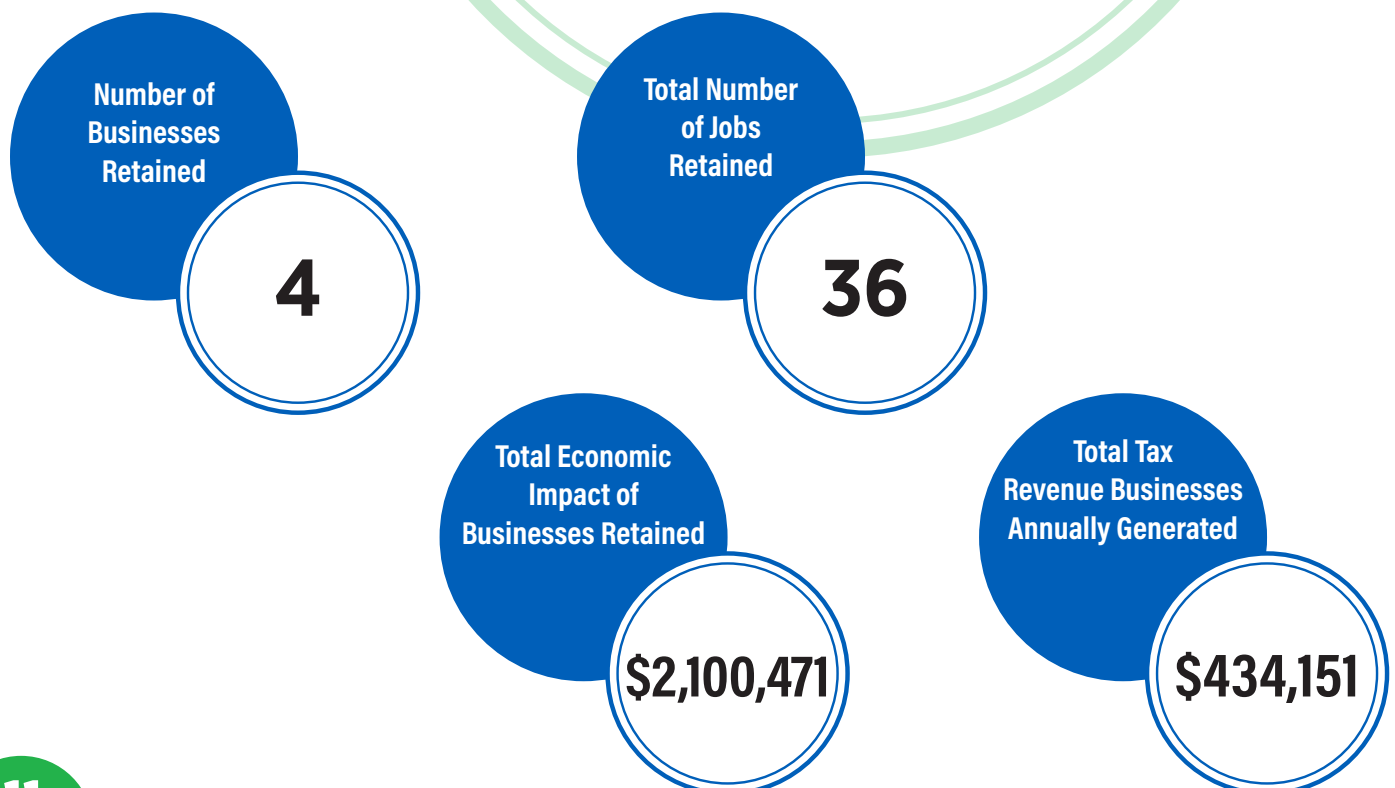
YEAR-TO-DATE FISCAL YEAR 2023 BUSINESS RETENTION STATISTICS

NUMBER OF ACTIVE BUSINESS RETENTION PROJECTS



*All Figures are projections derived from IMPLAN software. Methodology for all figures is based on business operating for one calendar year.

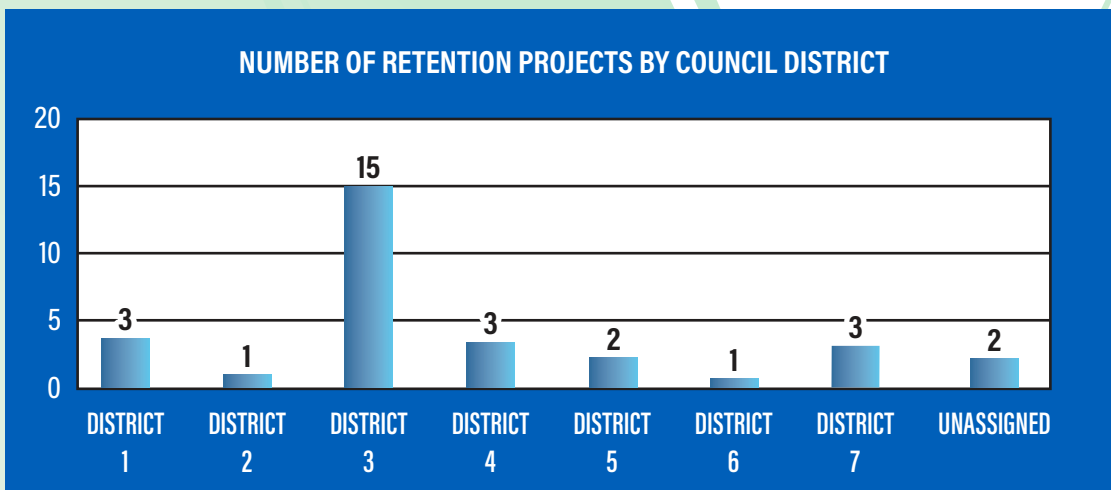
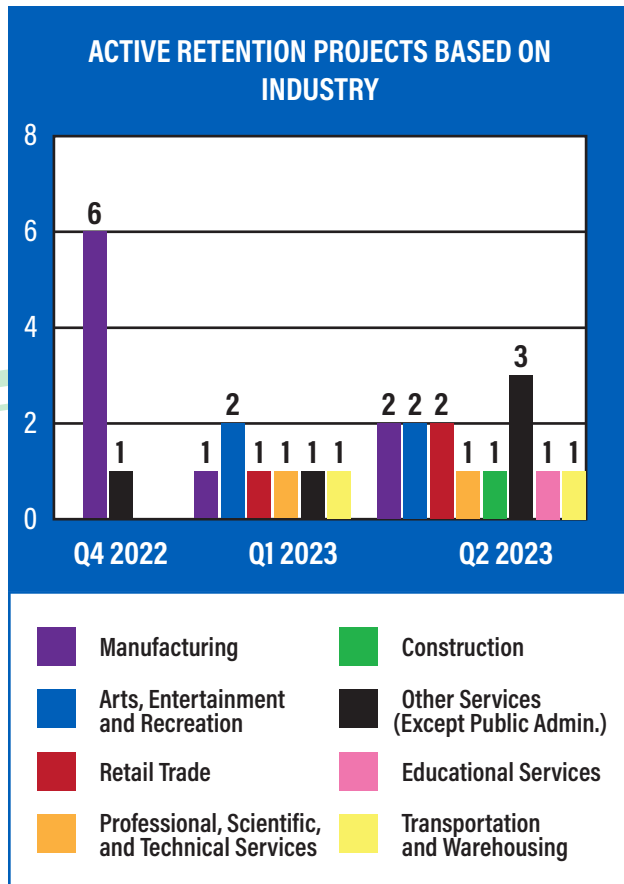
NUMBER OF COMPLETED RETENTION PROJECT "WINS"



YEAR-TO-DATE FISCAL YEAR 2023 BUSINESS RETENTION BREAKDOWN



FISCAL YEAR-TO-DATE 2023 RETENTION BREAKDOWN





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