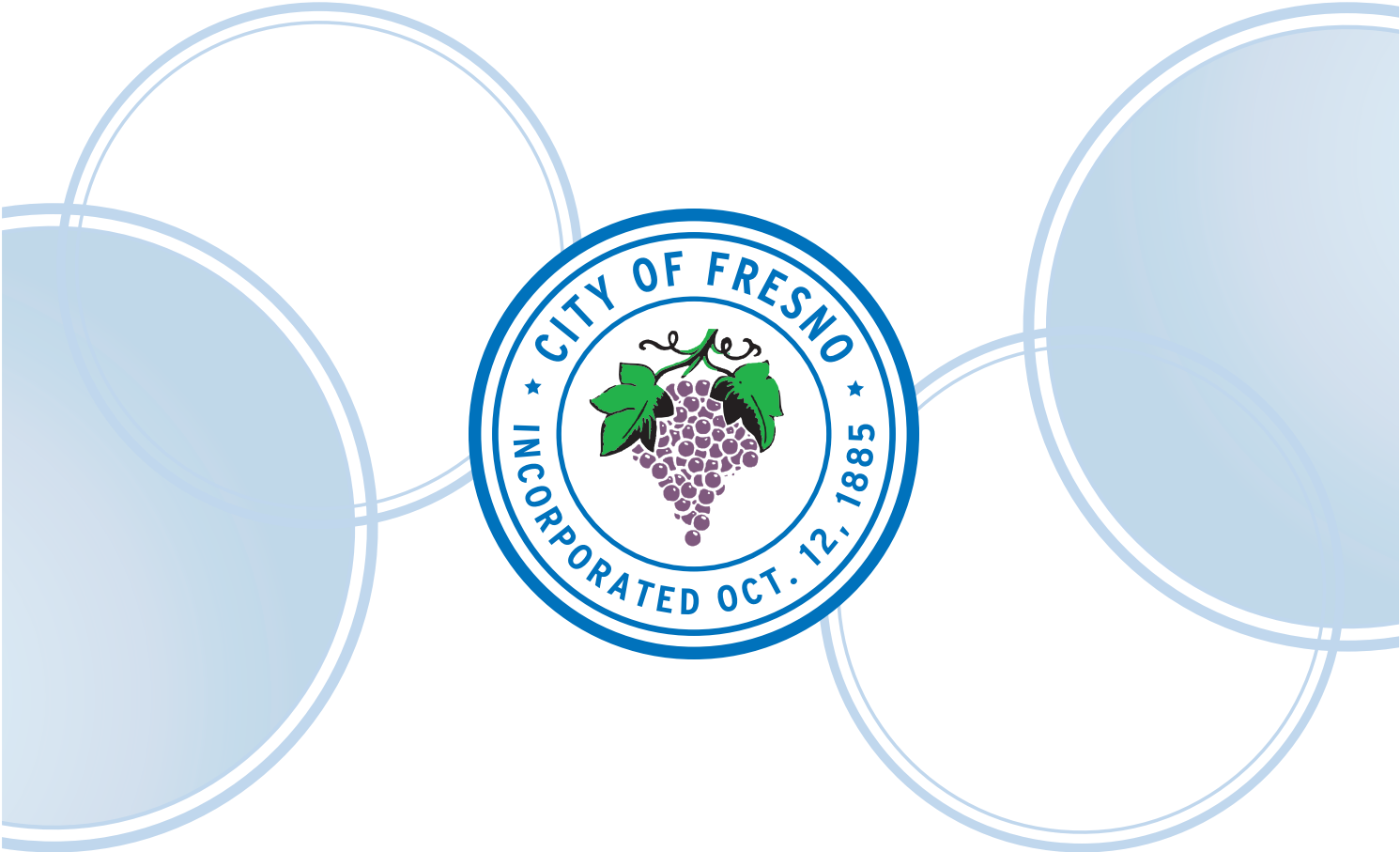




ECONOMIC DEVELOPMENT DEPARTMENT **ACTIVITY REPORT** *QUARTER 1: 2023*

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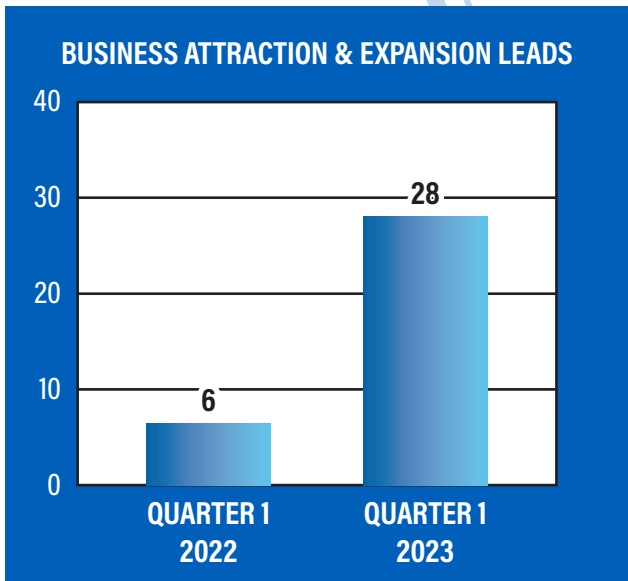




QUARTER 1: 2023 ATTRACTION & EXPANSION STATISTICS

- 29** Total Number of Business Reached
- 28** Number of New Leads
- 3** Number of Contracted Economic Development Projects "Wins"

Created to Lost
Lead Ratio
28:0



- 22** Domestic Business Leads
- 6** International Business Leads
- 6** Large Business Leads
- 22** Small Business Leads
- 24** New Clients
- 0** Expansion Projects
- 18** Commercial Site Visits
- 46** Client Meetings

QUARTER 1: 2023 ATTRACTION & EXPANSION BREAKDOWN



QUARTER 1: 2023 ECONOMIC IMPACT ANALYSIS BUSINESS ATTRACTION & EXPANSION LEADS

TOTAL BUSINESS ATTRACTION & EXPANSION LEADS:

28

TOTAL PROJECTED JOBS CREATED:

1,243

TOTAL PROJECTED TAX REVENUE:

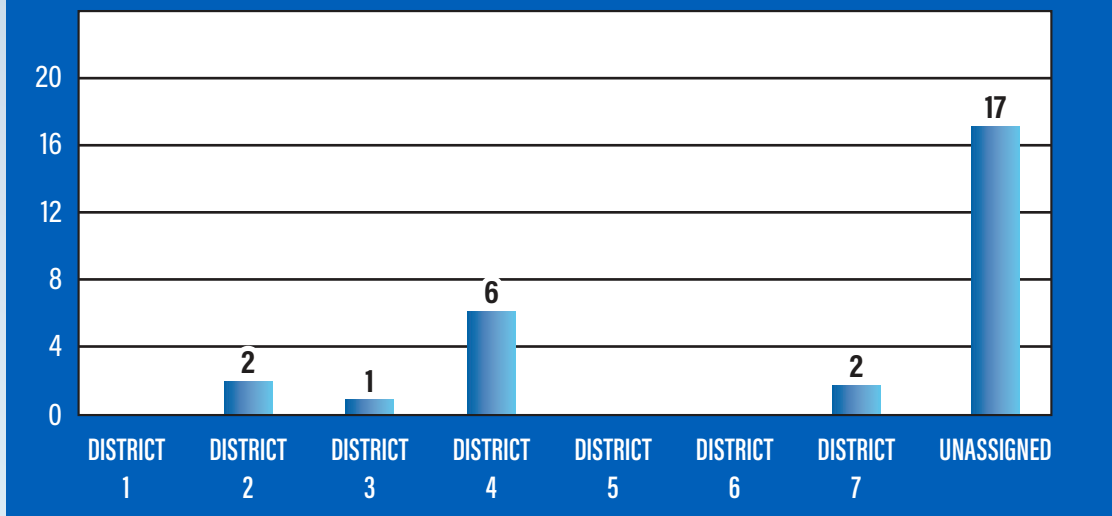
\$27,093,245

TOTAL PROJECTED ECONOMIC IMPACT:

\$187,044,201

*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 ATTRACTION & EXPANSION STATISTICS

70

Total Number of Businesses Reached

67

Number of New Leads

5

Number of Contracted Economic Development Projects "Wins"

Total State RFI's Responded to

2

Virtual Missions

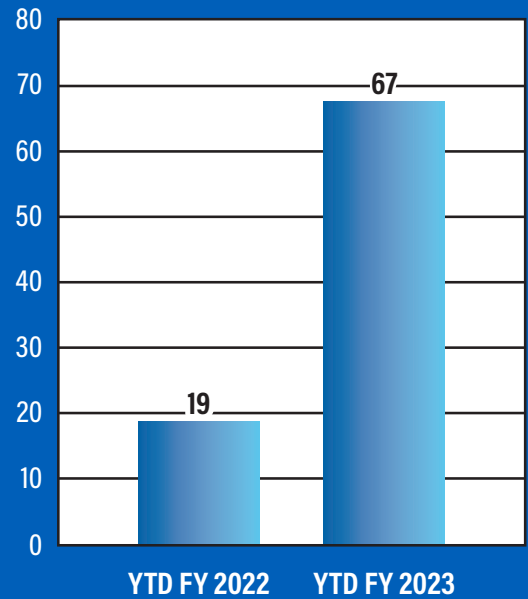
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Tradeshows Attended

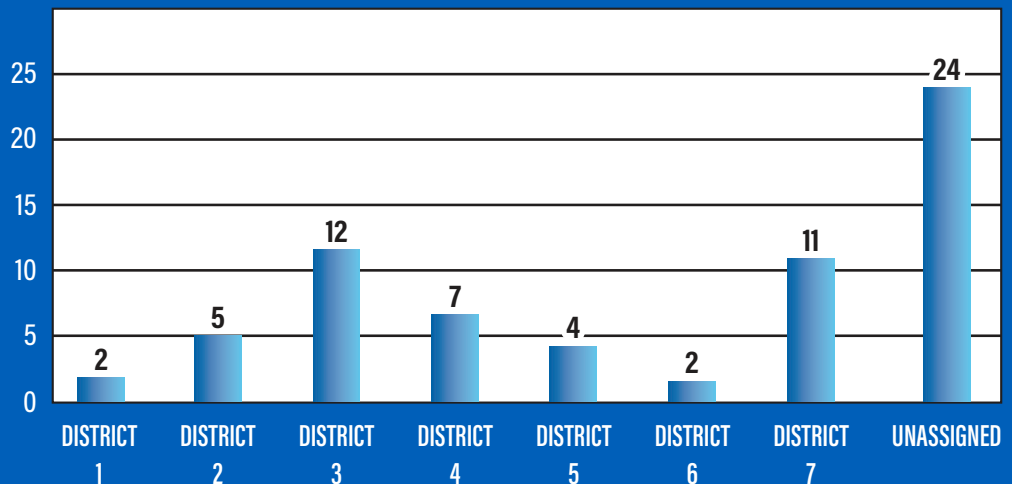
9

3

BUSINESS ATTRACTION & EXPANSION LEADS



YTD F23 NUMBER OF ATTRACTION PROJECTS BY COUNCIL DISTRICT



YEAR-TO-DATE FISCAL YEAR 2023 ECONOMIC DEVELOPMENT PROJECTS



FISCAL YEAR-TO-DATE 2023

CONTRACTED ECONOMIC DEVELOPMENT PROJECTS "WINS"

NUMBER OF CONTRACTED PROJECTS:

5

TOTAL NUMBER OF JOBS CREATED:

164

TOTAL TAX REVENUE PROJECTS
GENERATED:

\$5,574,454

TOTAL ECONOMIC IMPACT OF
PROJECTS:

\$21,501,664

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

NEW BUSINESS ATTRACTION & EXPANSION LEADS

PROJECTED ECONOMIC IMPACT

TOTAL BUSINESS ATTRACTION &
EXPANSION LEADS:

67

TOTAL PROJECTED JOBS CREATED:

3,621

TOTAL PROJECTED TAX REVENUE:

\$102,152,118

TOTAL PROJECTED ECONOMIC IMPACT: \$620,477,484

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



QUARTER 1: 2023 BUSINESS RETENTION STATISTICS

NUMBER OF ACTIVE BUSINESS RETENTION PROJECTS

NUMBER OF BUSINESSES:

7

TOTAL NUMBER OF JOBS:

30

TOTAL TAX REVENUE BUSINESSES
ANNUALLY GENERATED:

\$530,939

TOTAL ECONOMIC IMPACT OF
BUSINESSES:

\$1,981,034

HIGHLIGHT OF THE QUARTER

Keiser Corporation, an international manufacturer of fitness equipment, was supported by the City and was successful in receiving:

- A 12% reduction in utility costs through the Economic Development Rate Program; and,
- \$1.2 million in California Competes tax credits.

*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"

Number of
Businesses
Retained

2

Total Number
of Jobs
Retained

7

Total Economic
Impact of
Businesses Retained

\$970,118

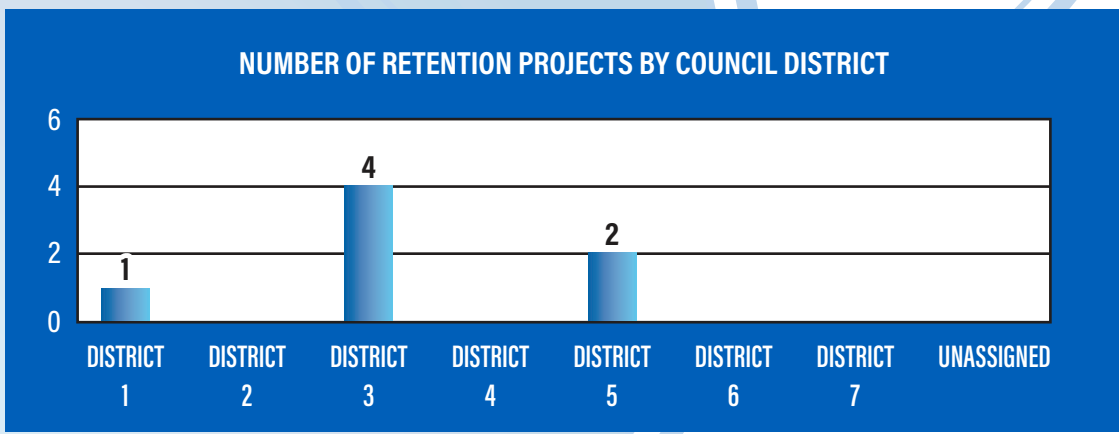
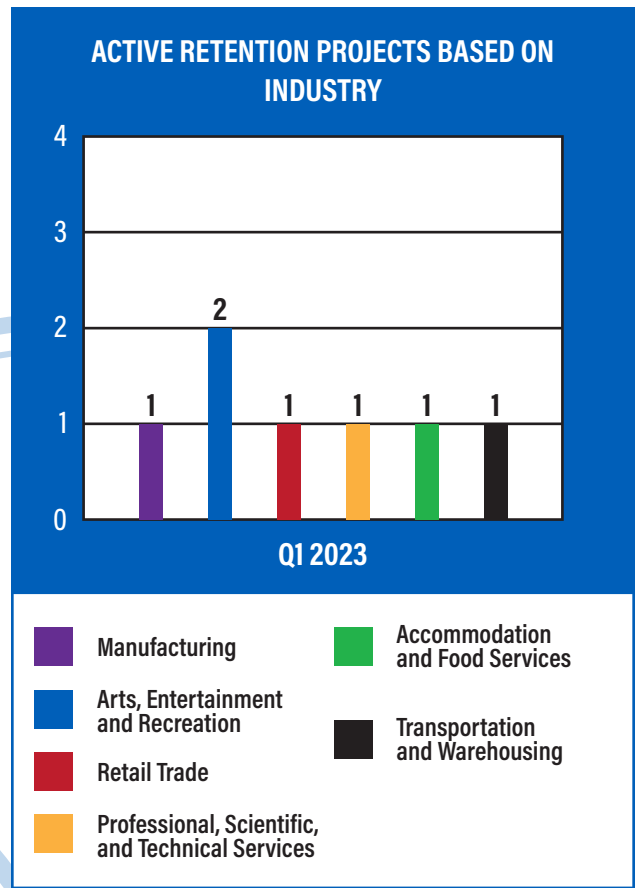
Total Tax
Revenue Businesses
Annually Generated

\$177,566

QUARTER 1: 2023 BUSINESS RETENTION BREAKDOWN



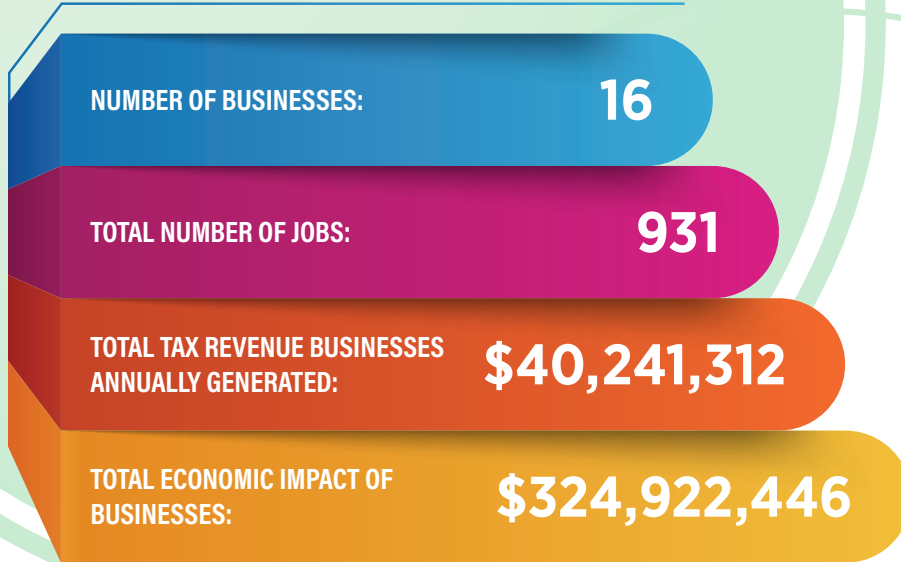
QUARTER 1: 2023 RETENTION BREAKDOWN





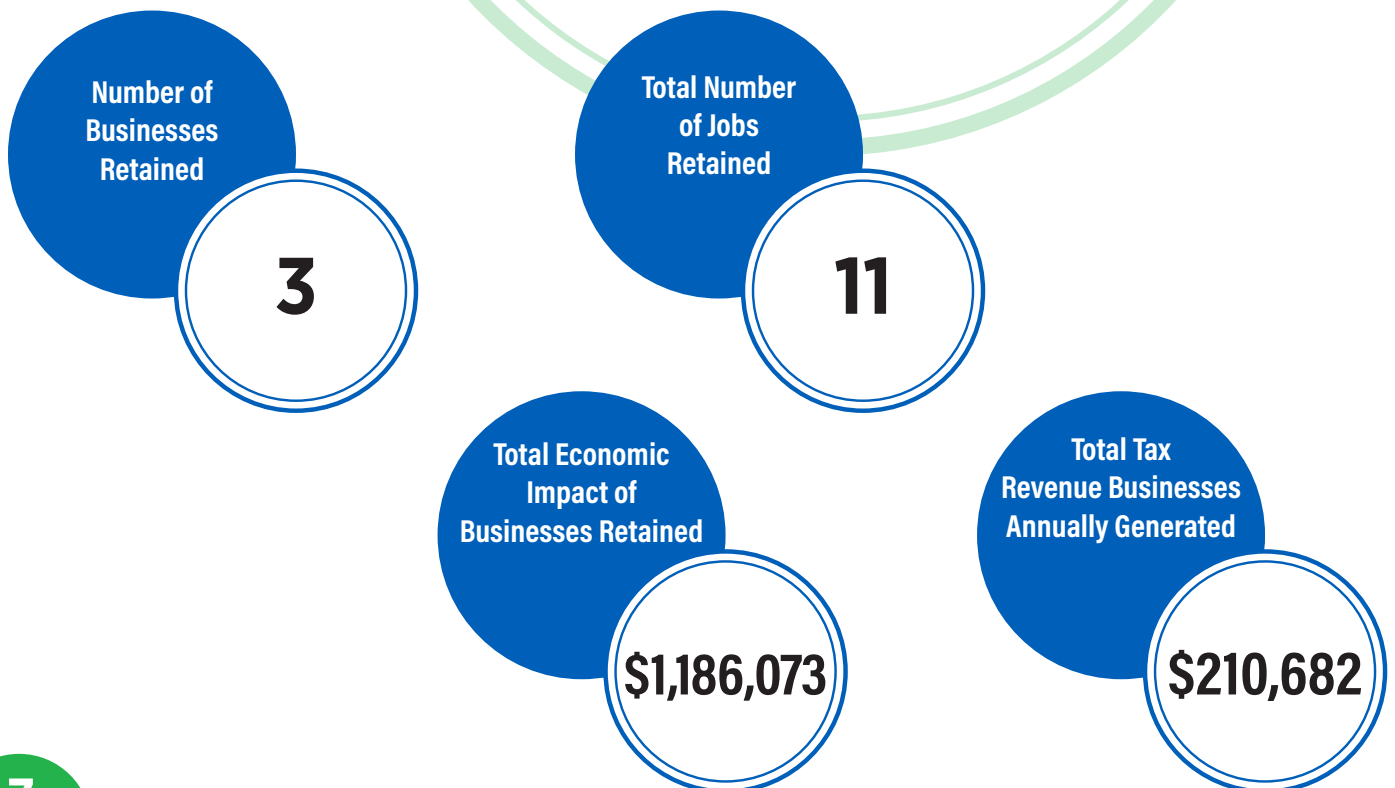
YEAR-TO-DATE FISCAL YEAR 2023 BUSINESS RETENTION STATISTICS

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.

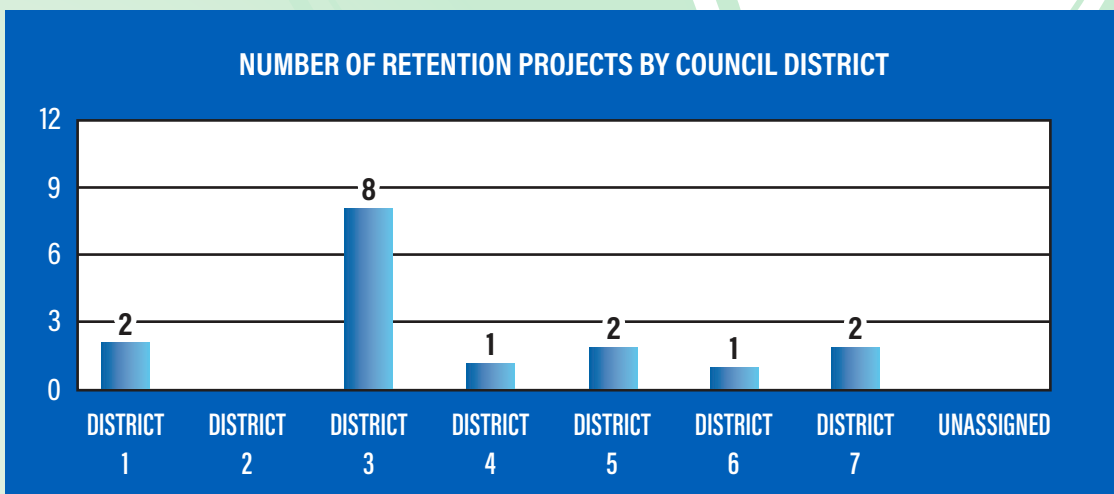
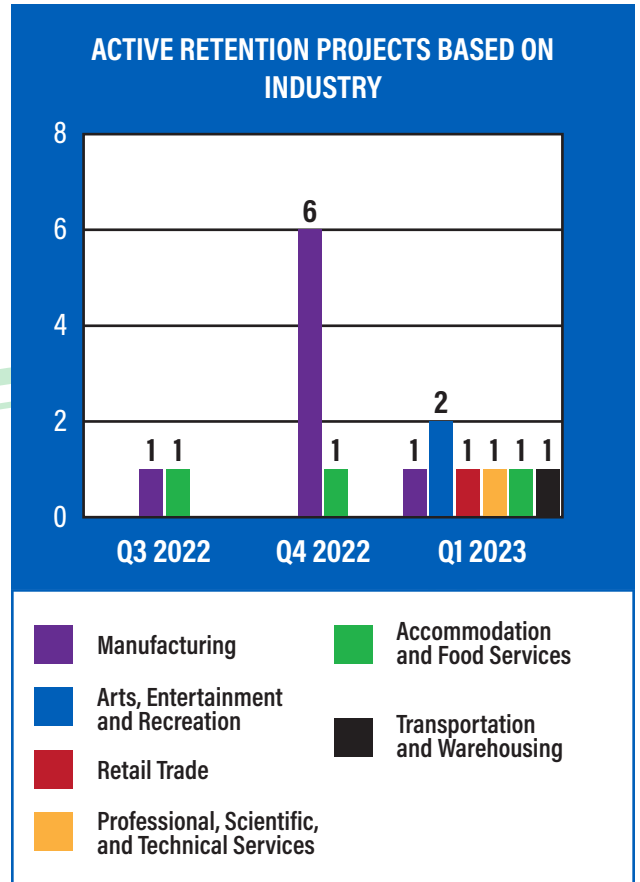
NUMBER OF COMPLETED RETENTION PROJECT "WINS"



YEAR-TO-DATE FISCAL YEAR 2023 BUSINESS RETENTION BREAKDOWN



FISCAL YEAR-TO-DATE 2023 RETENTION BREAKDOWN





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