



# ECONOMIC DEVELOPMENT DEPARTMENT **ACTIVITY REPORT** *QUARTER 1: 2024*

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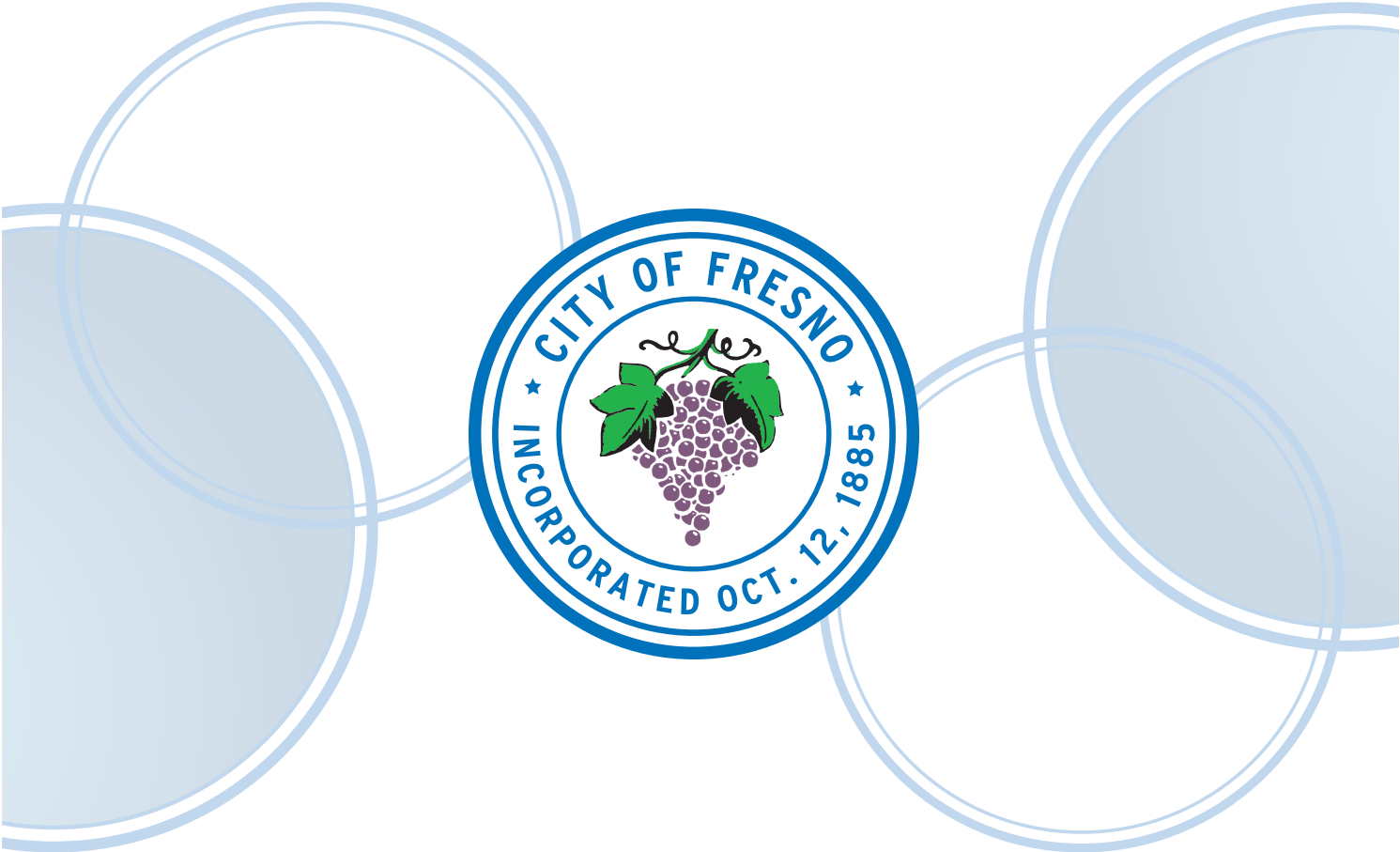
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## QUARTER 1: 2024 BUSINESS ATTRACTION STATISTICS

26

Total Number of Businesses Reached

23

Number of New Leads

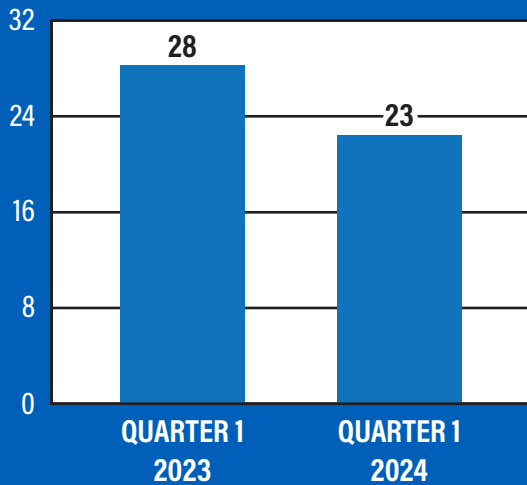
3

Number of Contracted Economic Development Project "Wins"

### HIGHLIGHT OF THE QUARTER

This quarter had a massive win in the form of the more than 900,000 s.f. Scannell warehouse project. Scannell was a multiple entity attraction effort including multiple City departments, and the Fresno County Economic Development Corporation.

### BUSINESS ATTRACTION LEADS



Domestic Business Leads

23

International Business Leads

0

Large Business Leads

2

Small Business Leads

21

New Clients

22

Commercial Site Visits

49

Client Meetings

103

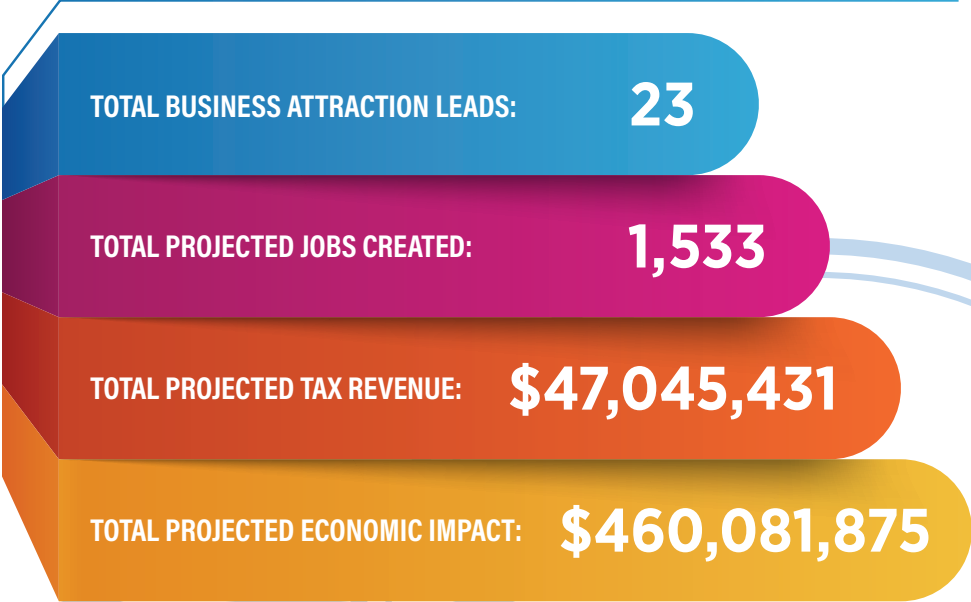
Created to Lost  
Lead Ratio

23:1

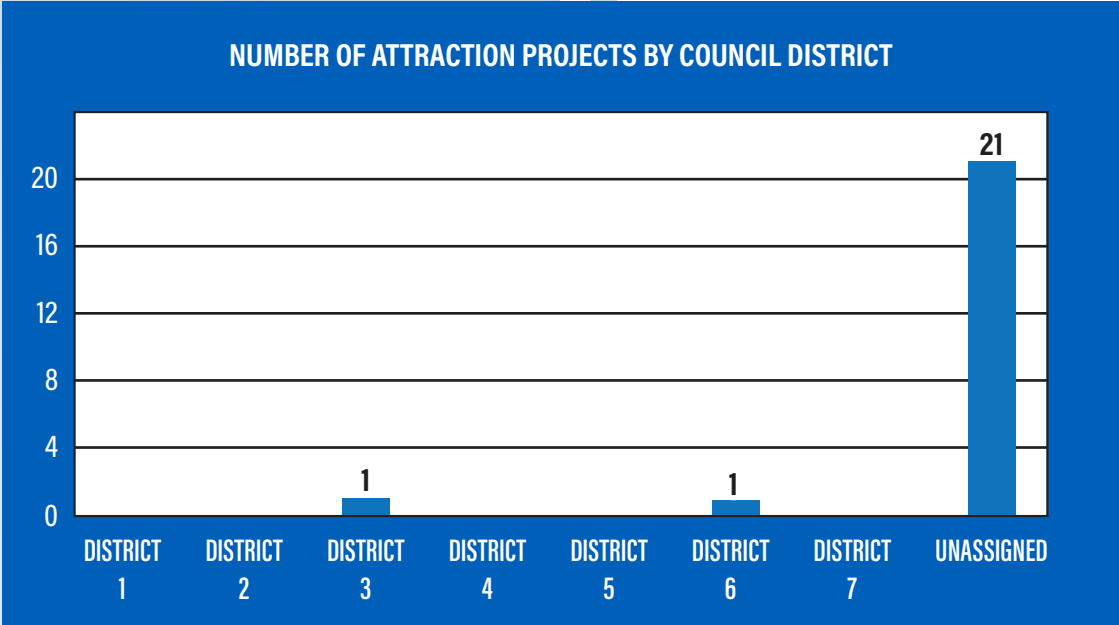
# QUARTER 1: 2024 BUSINESS ATTRACTION BREAKDOWN



## QUARTER 1: 2024 ECONOMIC IMPACT ANALYSIS BUSINESS ATTRACTION LEADS



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







# YEAR-TO-DATE FISCAL YEAR 2024 BUSINESS ATTRACTION STATISTICS

106

Total Number of Businesses Reached

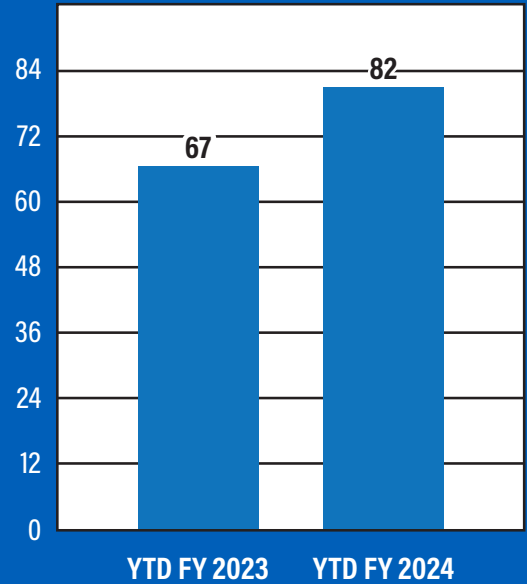
82

Number of New Leads

7

Number of Contracted Economic  
Development Project "Wins"

BUSINESS ATTRACTION LEADS



Total State RFI's  
Responded to

9

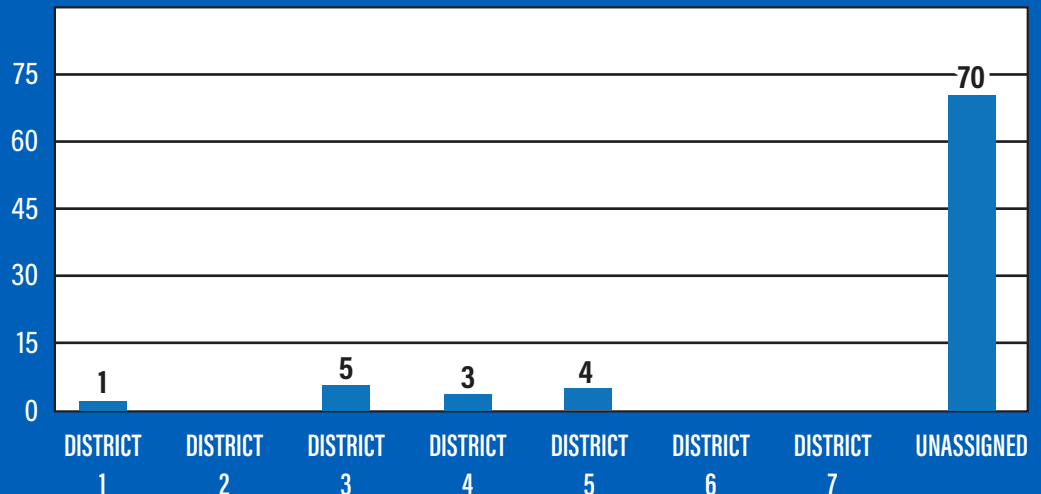
Virtual  
Missions

1

Tradeshows  
Attended

7

YTD FY24 NUMBER OF ATTRACTION PROJECTS BY COUNCIL DISTRICT



3

# YEAR-TO-DATE FISCAL YEAR 2024 BUSINESS ATTRACTION PROJECTS



## FISCAL YEAR-TO-DATE 2024 CONTRACTED ECONOMIC DEVELOPMENT PROJECT "WINS"

NUMBER OF CONTRACTED PROJECTS:

7

TOTAL NUMBER OF JOBS CREATED:

236

TOTAL TAX REVENUE PROJECTS  
GENERATED:

\$6,063,689

TOTAL ECONOMIC IMPACT OF  
PROJECTS:

\$29,981,810

\*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

TOTAL BUSINESS ATTRACTION LEADS:

82

TOTAL PROJECTED JOBS CREATED:

3,406

TOTAL PROJECTED TAX REVENUE:

\$93,203,396

TOTAL PROJECTED ECONOMIC IMPACT:

\$947,582,759

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



# QUARTER 1: 2024 BUSINESS EXPANSION STATISTICS

10

Total Number of Businesses Reached

9

Number of New Leads

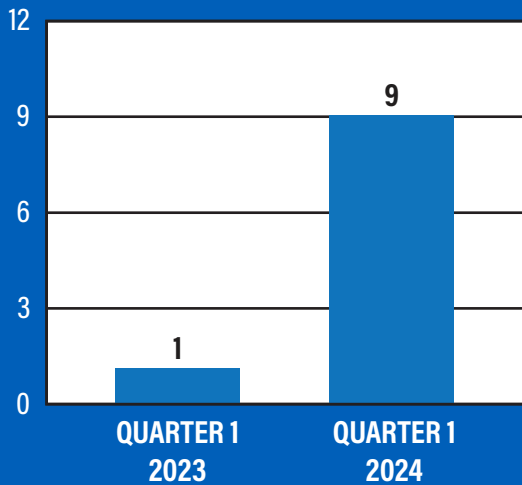
0

Number of Contracted Economic Development Project "Wins"

Created to Lost  
Lead Ratio

9:0

BUSINESS EXPANSION LEADS



Domestic Business Leads

9

International Business Leads

0

Large Business Leads

1

Small Business Leads

8

New Clients

8

Commercial Site Visits

26

Client Meetings

41

# QUARTER 1: 2024 BUSINESS EXPANSION BREAKDOWN



## QUARTER 1: 2024 ECONOMIC IMPACT ANALYSIS BUSINESS EXPANSION LEADS

TOTAL BUSINESS EXPANSION LEADS:

9

TOTAL PROJECTED JOBS CREATED:

24

TOTAL PROJECTED TAX REVENUE:

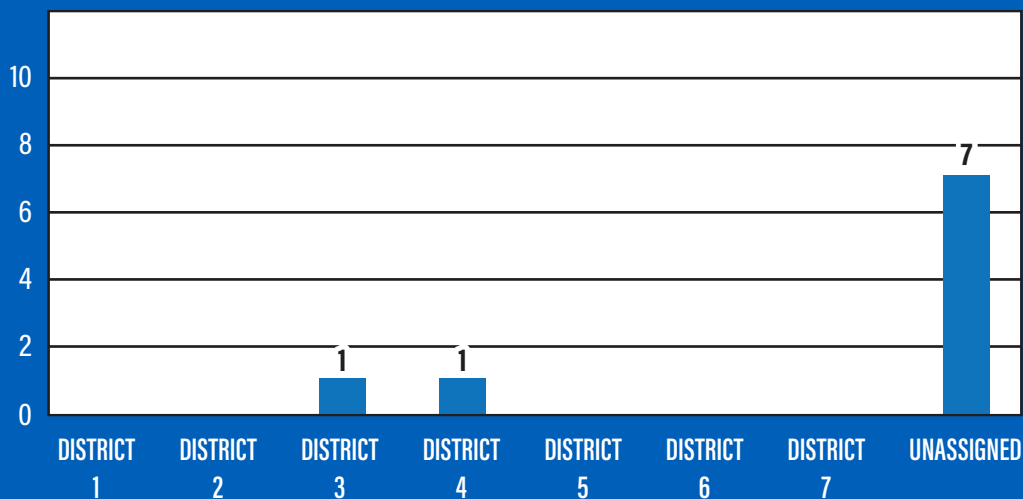
\$189,313

TOTAL PROJECTED ECONOMIC IMPACT:

\$1,908,527

\*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 2024 BUSINESS EXPANSION STATISTICS

11

Total Number of Businesses Reached

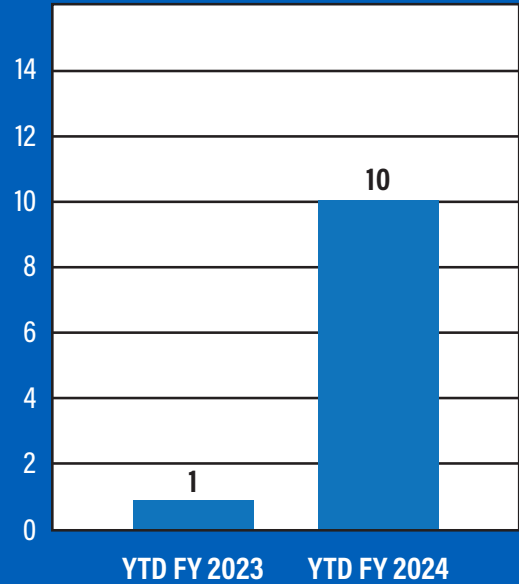
10

Number of New Leads

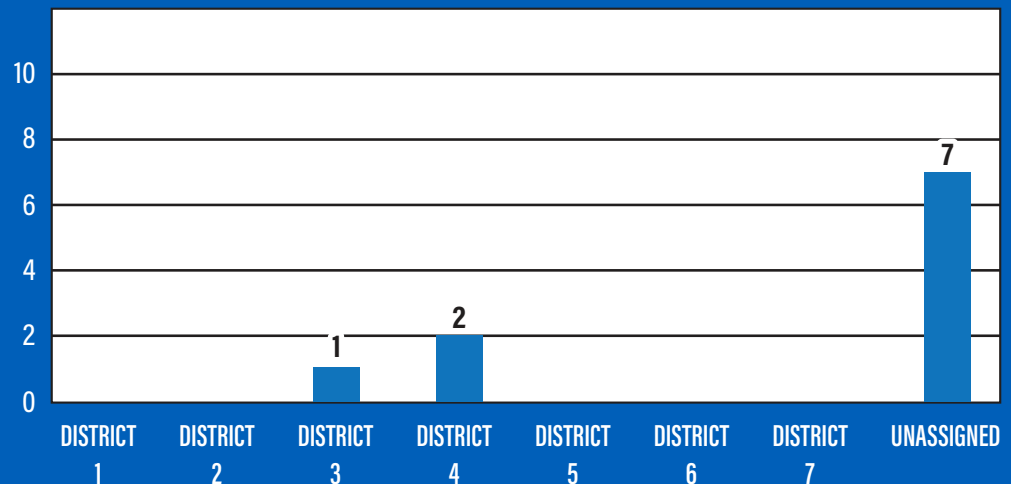
1

Number of Contracted Economic  
Development Project "Wins"

BUSINESS EXPANSION LEADS



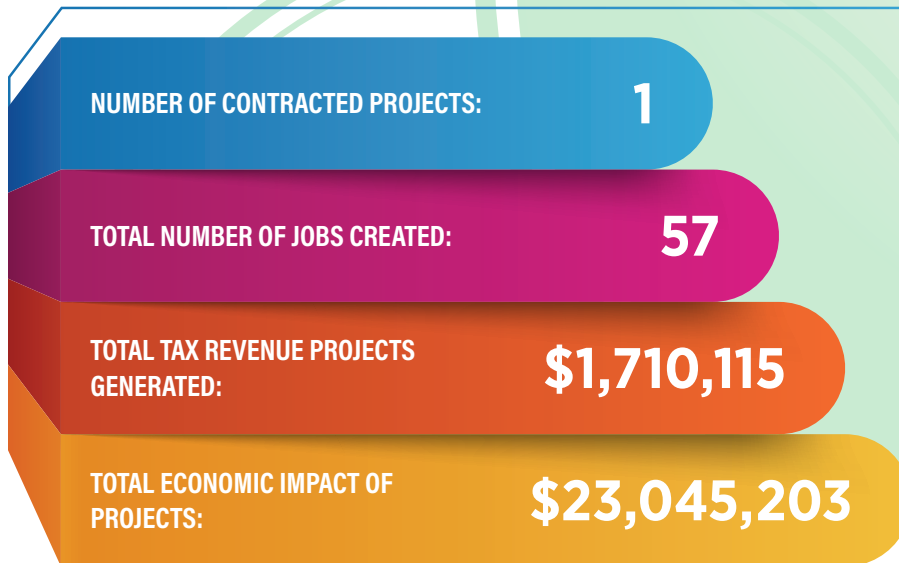
YTD FY24 NUMBER OF EXPANSION PROJECTS BY COUNCIL DISTRICT



# YEAR-TO-DATE FISCAL YEAR 2024 BUSINESS EXPANSION PROJECTS

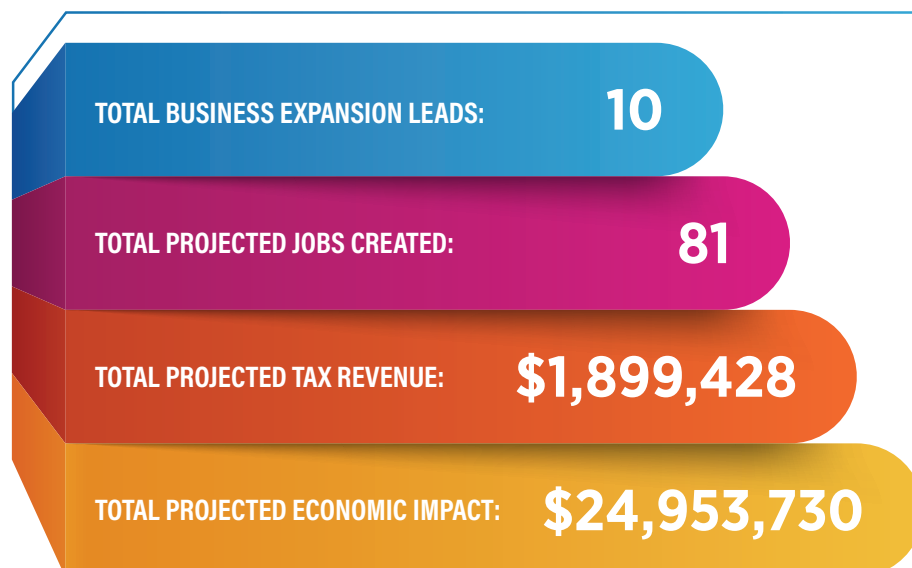


## FISCAL YEAR-TO-DATE 2024 CONTRACTED ECONOMIC DEVELOPMENT PROJECT "WINS"



\*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 1: 2024 BUSINESS RETENTION STATISTICS

### NUMBER OF ACTIVE BUSINESS RETENTION PROJECTS

NUMBER OF BUSINESSES:

5

TOTAL NUMBER OF JOBS:

337

TOTAL TAX REVENUE BUSINESSES  
ANNUALLY GENERATED:

\$7,275,467

TOTAL ECONOMIC IMPACT OF  
BUSINESSES:

\$51,745,531

\*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

1

Total Number  
of Jobs  
Retained

161

Total Economic  
Impact of  
Businesses Retained

\$18,619,880

Total Tax  
Revenue Businesses  
Annually Generated

\$2,521,586

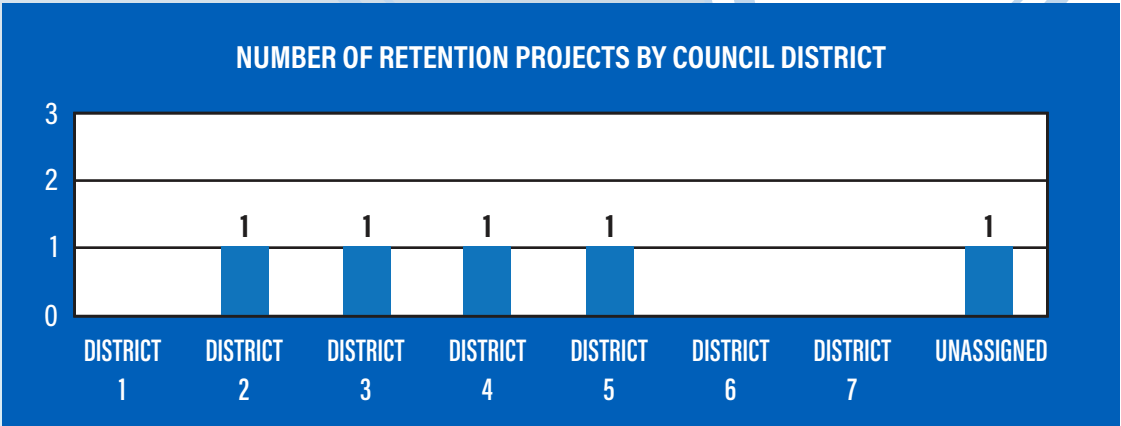
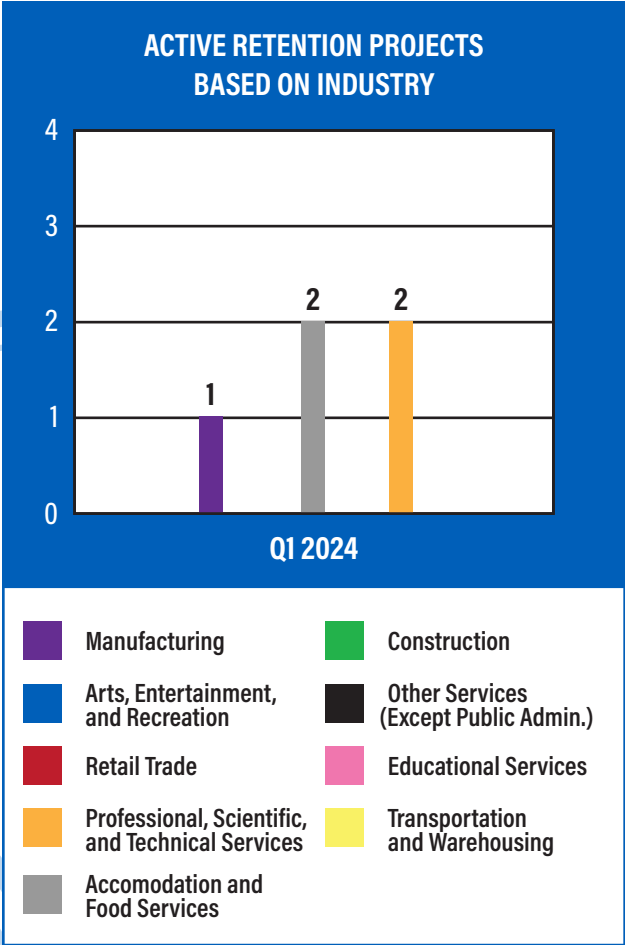


# QUARTER 1: 2024

## BUSINESS RETENTION BREAKDOWN



### QUARTER 1: 2024 RETENTION BREAKDOWN





## YEAR-TO-DATE FISCAL YEAR 2024 BUSINESS RETENTION STATISTICS

### NUMBER OF ACTIVE BUSINESS RETENTION PROJECTS

NUMBER OF BUSINESSES:

14

TOTAL NUMBER OF JOBS:

4,540

TOTAL TAX REVENUE BUSINESSES  
ANNUALLY GENERATED:

\$116,592,260

TOTAL ECONOMIC IMPACT OF  
BUSINESSES:

\$858,198,448

\*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

3

Total Number  
of Jobs  
Retained

174

Total Economic  
Impact of  
Businesses Retained

\$19,708,471

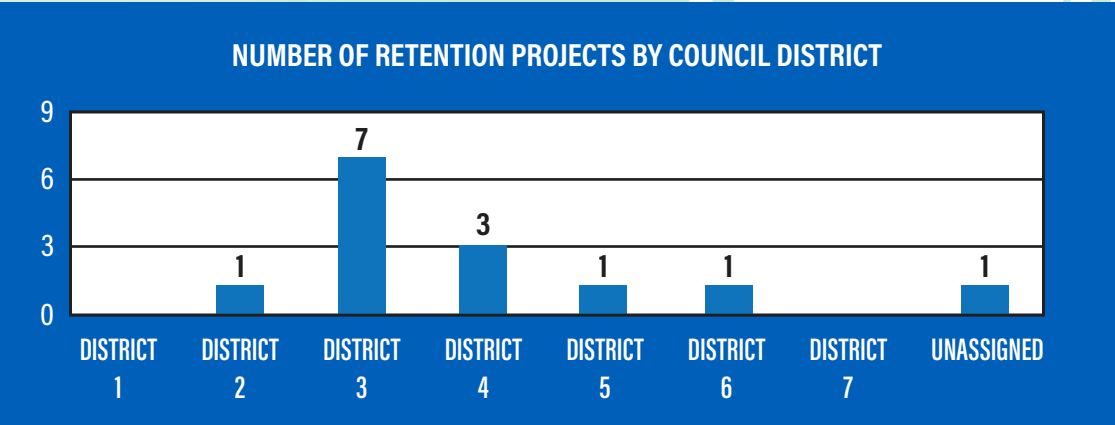
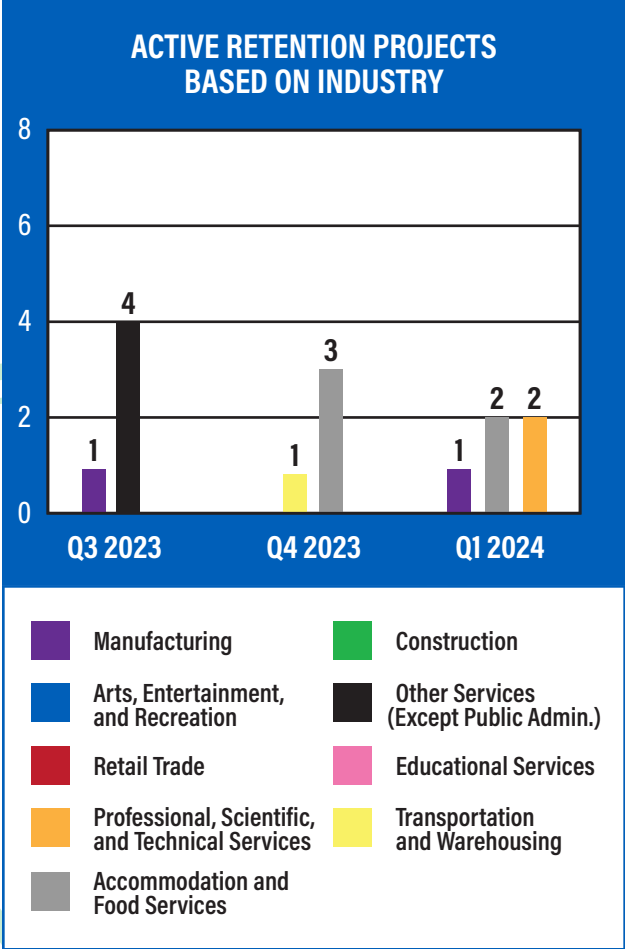
Total Tax  
Revenue Businesses  
Annually Generated

\$2,708,909

# YEAR-TO-DATE FISCAL YEAR 2024 BUSINESS RETENTION BREAKDOWN



## FISCAL YEAR-TO-DATE 2024 RETENTION BREAKDOWN





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