



ECONOMIC DEVELOPMENT DEPARTMENT

ACTIVITY REPORT

QUARTER 1: 2024

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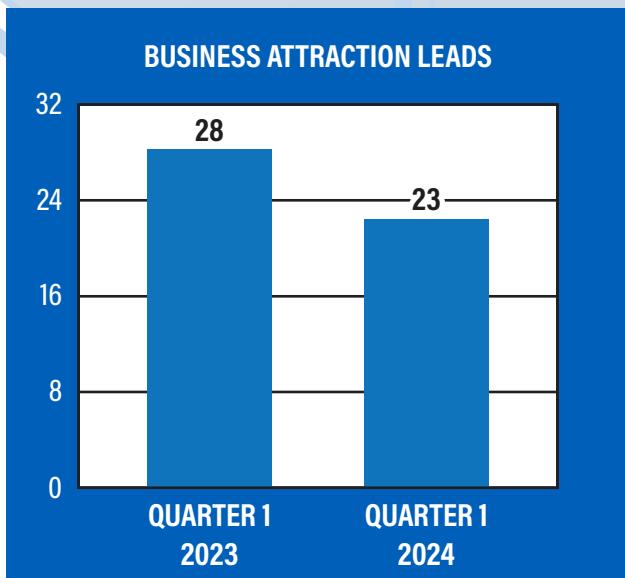


QUARTER 1: 2024 BUSINESS ATTRACTION STATISTICS

26 Total Number of Businesses Reached

23 Number of New Leads

3 Number of Contracted Economic Development Project "Wins"



Created to Lost Lead Ratio

23:1

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.

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

QUARTER 1: 2024 BUSINESS ATTRACTION BREAKDOWN



QUARTER 1: 2024 ECONOMIC IMPACT ANALYSIS BUSINESS ATTRACTION LEADS

TOTAL BUSINESS ATTRACTION LEADS: **23**

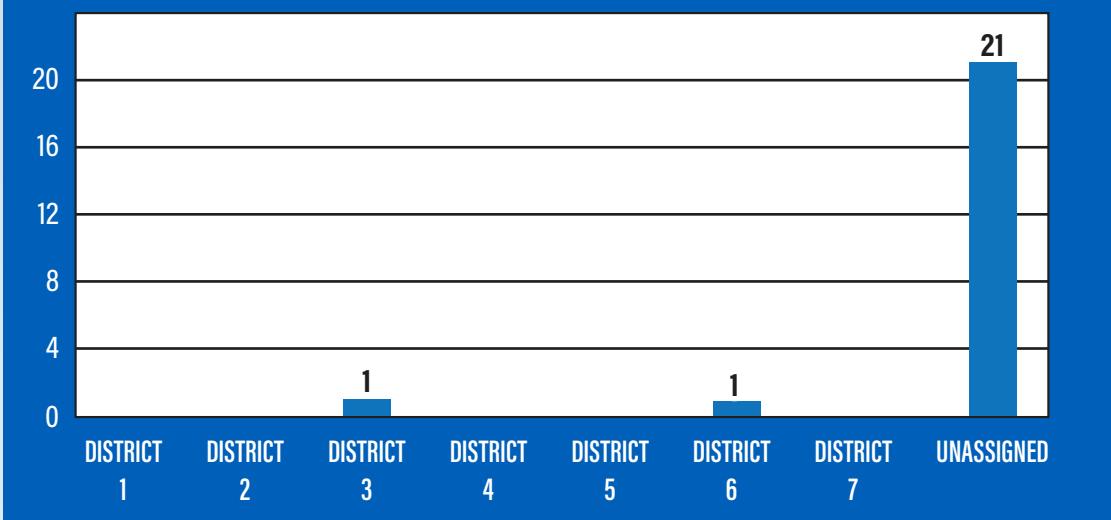
TOTAL PROJECTED JOBS CREATED: **1,533**

TOTAL PROJECTED TAX REVENUE: **\$47,045,431**

TOTAL PROJECTED ECONOMIC IMPACT: **\$460,081,875**

*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 2024 BUSINESS ATTRACTION STATISTICS

106

Total Number of Businesses Reached

82

Number of New Leads

7

Number of Contracted Economic Development Project "Wins"

Total State RFI's Responded to

9

Virtual Missions

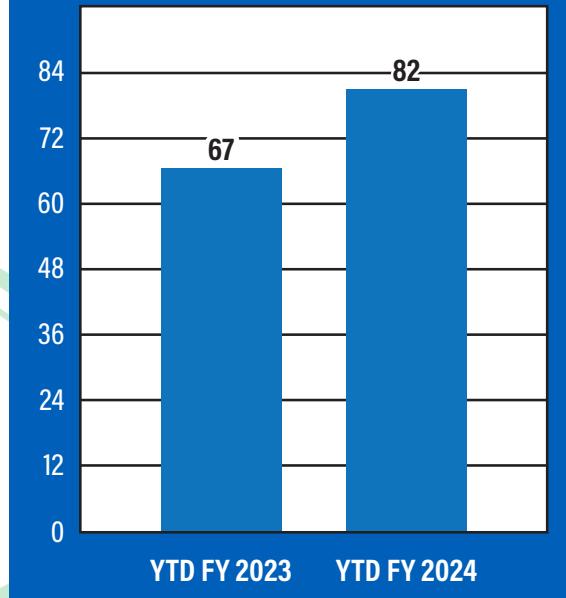
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Tradeshows Attended

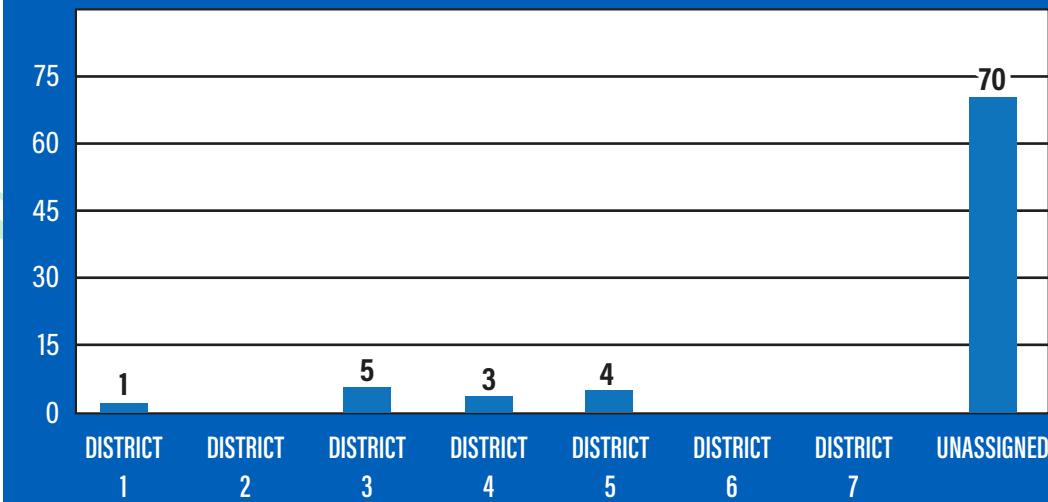
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3

BUSINESS ATTRACTION LEADS



YTD FY24 NUMBER OF ATTRACTION PROJECTS BY COUNCIL DISTRICT



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

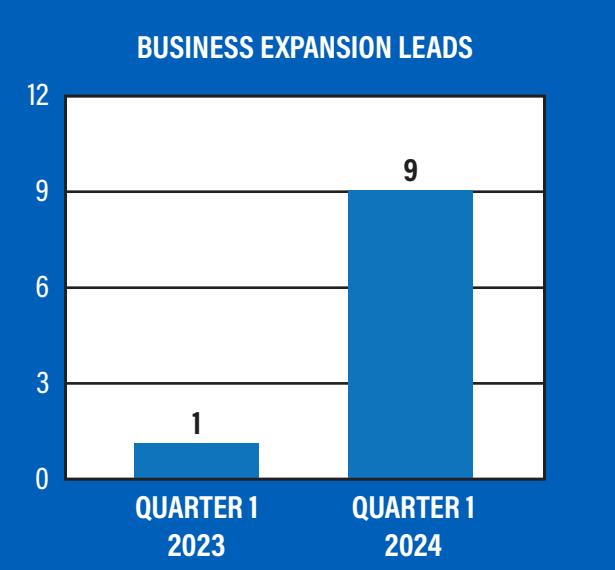
Number of New Leads

0

Number of Contracted Economic Development Project "Wins"

Created to Lost Lead Ratio

9:0



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

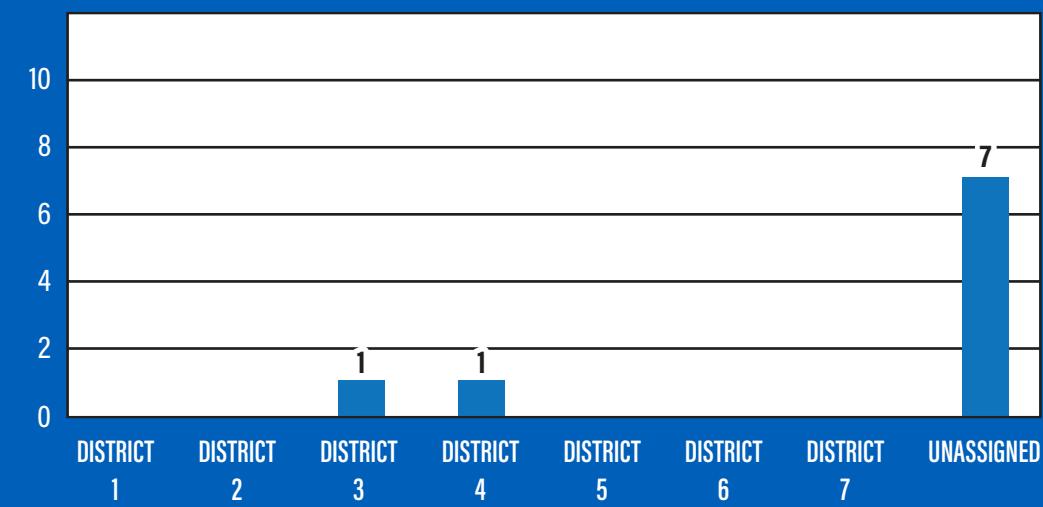
TOTAL PROJECTED JOBS CREATED: 24

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

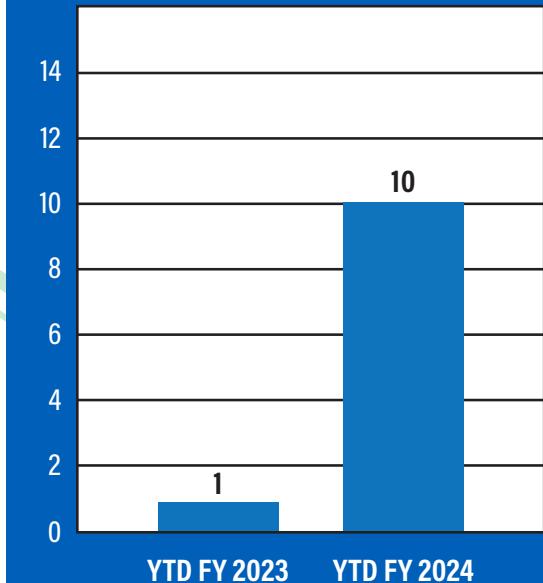
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Number of New Leads

1

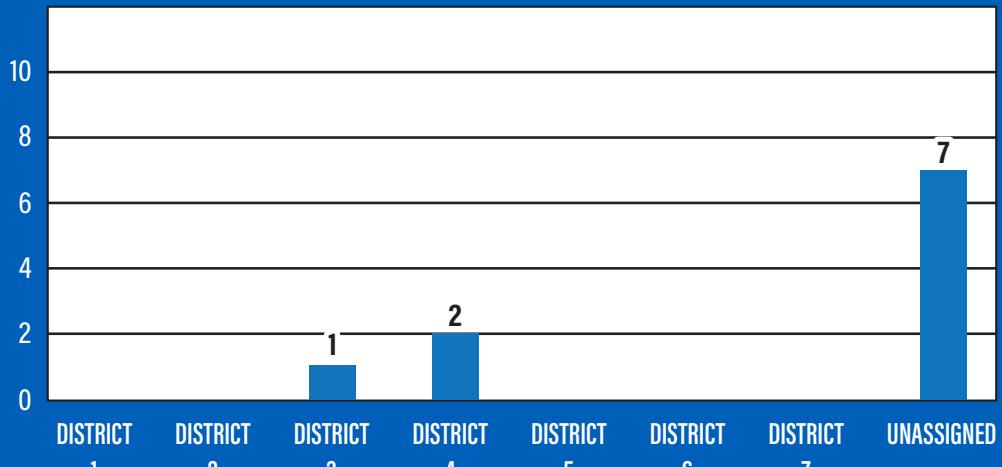
Number of Contracted Economic Development Project "Wins"

BUSINESS EXPANSION LEADS



7

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"

NUMBER OF CONTRACTED PROJECTS: 1

TOTAL NUMBER OF JOBS CREATED: 57

TOTAL TAX REVENUE PROJECTS
GENERATED: \$1,710,115

TOTAL ECONOMIC IMPACT OF
PROJECTS: \$23,045,203

*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

TOTAL BUSINESS EXPANSION LEADS: 10

TOTAL PROJECTED JOBS CREATED: 81

TOTAL PROJECTED TAX REVENUE: \$1,899,428

TOTAL PROJECTED ECONOMIC IMPACT: \$24,953,730

*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

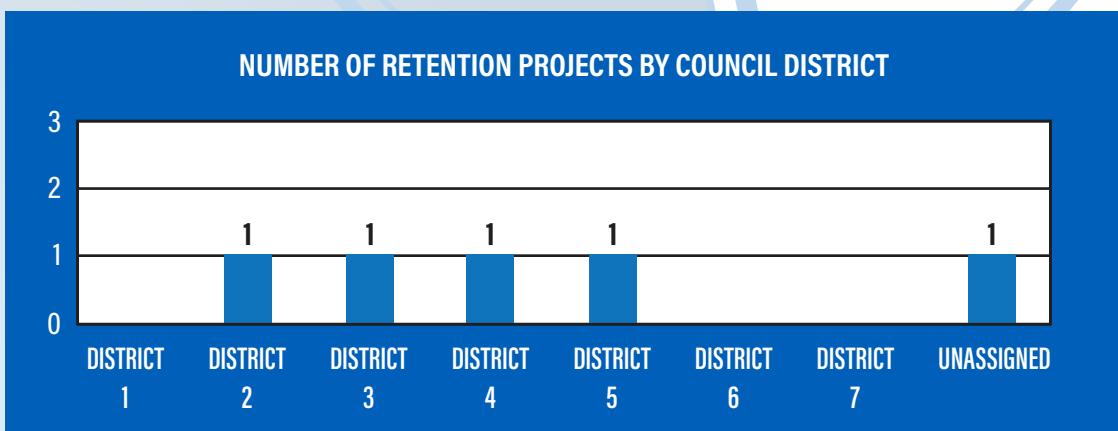
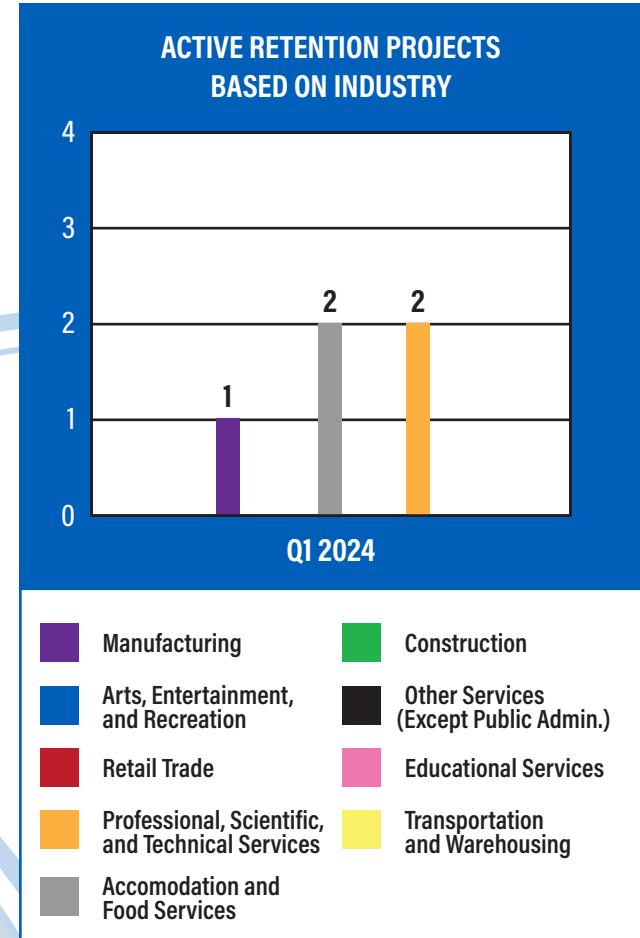
Total Tax
Revenue Businesses
Annually Generated

\$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

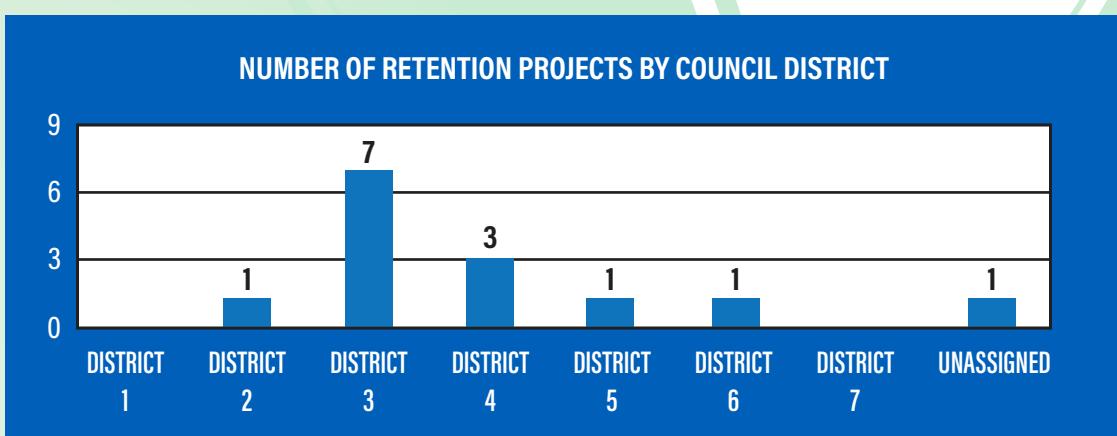
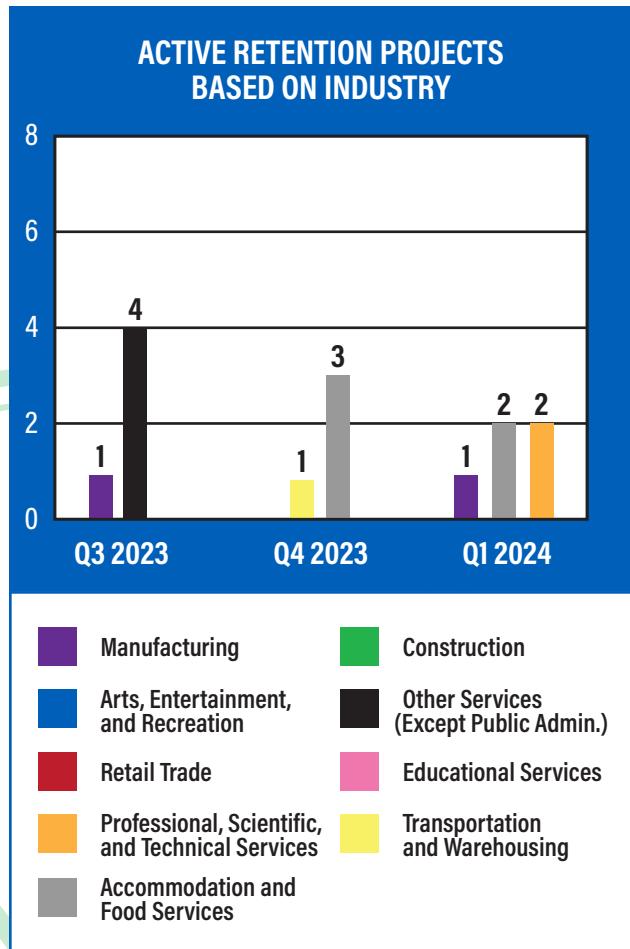
Total Tax
Revenue Businesses
Annually Generated

\$2,708,909

YEAR-TO-DATE FISCAL YEAR 2024 BUSINESS RETENTION BREAKDOWN



FISCAL YEAR-TO-DATE 2024 RETENTION BREAKDOWN





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