



**Madera County  
Economic Development  
Commission  
ANNUAL REPORT  
2008-2009**



*Mike Nemat, Owner  
Nemat Management Group*

***Madera County, California*** ***“The Perfect Location”***



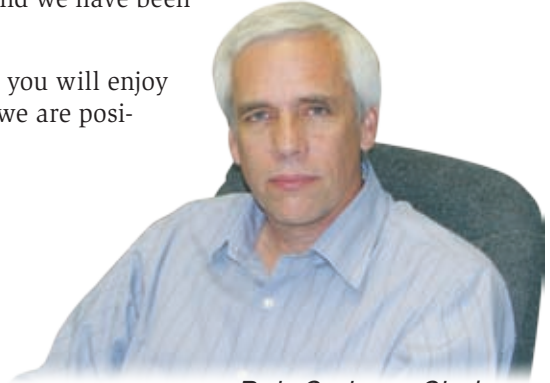
# FROM OUR CHAIRMAN

There's an old adage that states, "If you're coasting – you're going down hill". I don't believe this adage gives enough credit to how hard it is to go uphill when our economic hill slopes away as badly as it has over this last year. Despite the tightening of money, the cautious (and often pessimistic) outlook on the future that many companies harbor; your local Economic Development Commission remains firm in their optimistic outlook. We have continued with working at trade shows. We have enthusiastically pursued clients. We are peddling hard for each of our successes and we have been rewarded by that hard work.

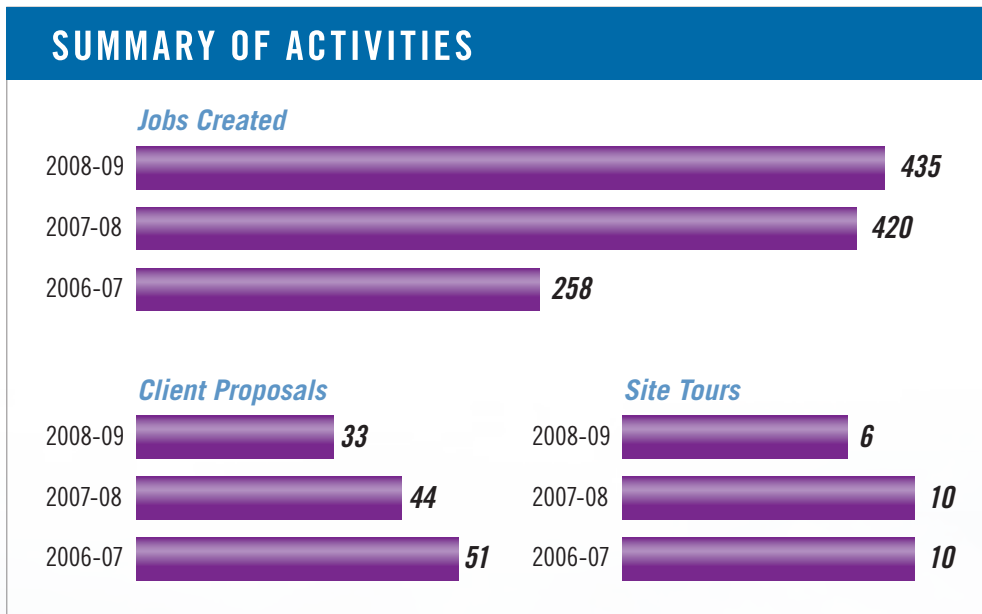
Our thanks to all of you who remain optimistic with us. We hope you will enjoy reading of this past year's success stories and be encouraged that we are positioned for this next year's coming opportunities.



**Bob Carlson**  
Chairman



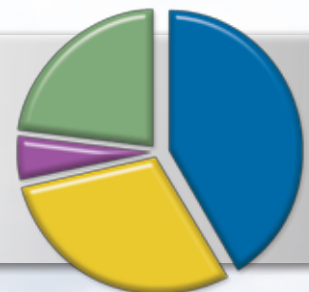
*Bob Carlson, Chairman*



## 2008-2009 BUDGET

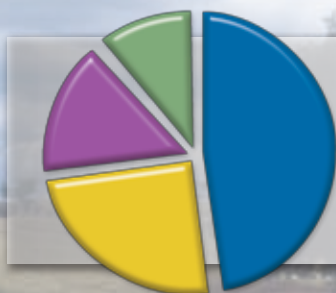
### Budget Revenues

County of Madera	\$201,246	42%
City of Madera	\$145,978	30%
City of Chowchilla	\$25,455	5%
Self Generated	\$110,713	23%



### Budget Expenditures

Salaries & Wages	\$257,316	48%
Operations & Maintenance	\$134,607	25%
Personnel Related Expenses	\$88,669	16%
Marketing	\$56,647	11%



# PROSPECT CONTACTS

## Small Business Assistance

- 8 Applications were processed under the revolving loan program, resulting in the granting of \$482,000 in loans to local businesses.

## Management of Special Incentive Programs

- 269 Enterprise Zone vouchers were completed.

## Recruitment & Location of New Business

- 33 Proposals were prepared for businesses interested in relocation to Madera County.
- 6 Site Tours were conducted.

## Marketing Missions

- 3,000 Brokers were contacted through Direct Mail and Call Campaigns
- 150 Businesses were contacted through Direct Mail and Call Campaigns
- 10 Marketing Missions
- 62 One-on-one meetings
- 7 Leads were developed out of the missions

## Other Marketing Activities

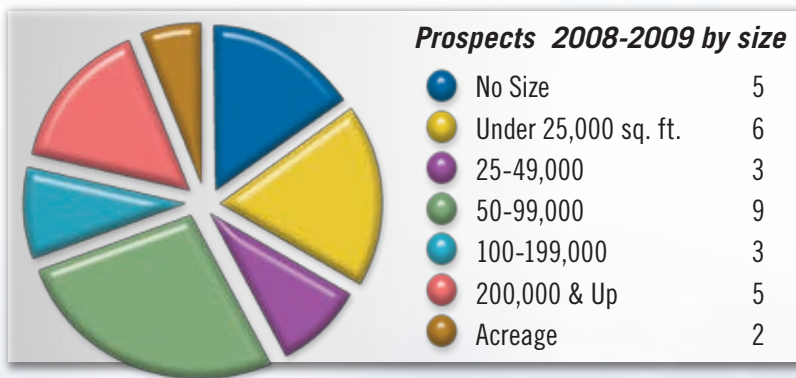
- Economic Summit
- State of the County Luncheon
- Website/ Property Database
- E-BIZ, Monthly Email
- Quarterly Newsletter
- Real Estate Update Publication
- Marketing/Broker Missions
- Tradeshow Exhibiting & Marketing



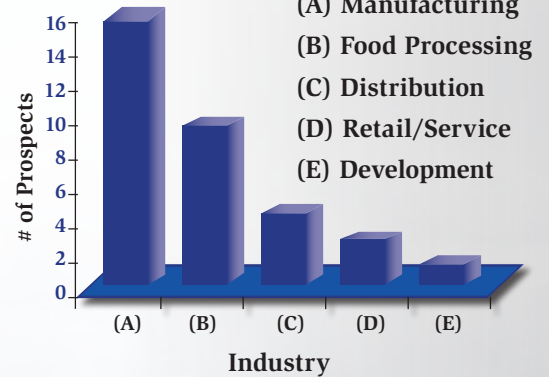
CCEDC - Central California Economic Development Commission  
 CalBIS - California Business Investment Services

## Business Retention & Expansion

- 4 Local businesses were assisted with business expansion.
- 5 New Businesses were given assistance with their project planning.



## NUMBER OF PROSPECTS 2008-2009 BY INDUSTRY 33 TOTAL PROSPECTS



# HIGHLIGHTS

## New Business

**Nemat Management Group** (pictured on the front cover) expanded its operations to Madera relocating from Hayward, CA. Owner Mike Nemat built a new **40,000 square foot facility** providing **30 full time jobs**. Nemat Management Group specializes in high-precision machining services through CNC (Computer Numeric Control) devices.



*Ribbon Cutting Nemat Management Group*

The **Commons at the Fair Shopping Center** located at the Madera District Fairgrounds opened for business. The center is anchored by **Lowes Home Improvement Store**.

Within six months, Lowes quickly elevated to one of the **top 25 sales tax generators** for the City of Madera. Other tenants include; **Big 5 Sporting Goods, Petco, Dollar Tree, Walgreens and Cool Hand Luke's Steakhouse and Saloon**.



*Cool Hand Lukes Restaurant*

Two new **hotels** opened in Madera. The **Hampton Inn** opened its doors in July of 2008. The **four story hotel has 78 guest rooms**. **Spring Hill Suites** opened in May of 2009 along with neighboring restaurant **Black Bear Diner**. **Spring Hill Suites** is located across the street from Madera Community Hospital and has a total of **88 rooms**.



*Ribbon Cutting for Springhill Suites*

**Crossroads shopping center** located in Downtown Madera finished development. The **136,000 sq. ft. shopping center** features **Rancho San Miguel Market and CVS Pharmacy** as anchor tenants. A McDonalds Restaurant and Little Caesars Pizza are also included in the center along with other tenants.



*Fig Tree Plaza Shopping Plaza*

**Fig Tree Plaza Shopping Center** located in Chowchilla finished development and opened a **50,000 square foot Savemart Supermarket**. Savemart is the anchor tenant for the **20 acre shopping center**.

## Expansions

**Old Castle Precast (Christy Concrete)** added a new division, **Carson Industries** to their Madera facility. Carson Industries **manufactures structural foam-molded engineered plastic products**.

Advanced Drainage Systems (ADS) of Madera **expanded its operations and added a new product line to their manufacturing process**. ADS expanded their facility by **3,800 square feet in order to accommodate their new equipment**.

Children's Hospital Central California started a **\$42.5 million expansion** on their facility. The expansion includes a **59,531 square foot addition and a 17,306 square foot renovation**. The addition will include the expansion of the emergency and trauma departments, four operation suites, imaging department expansion, outdoor helipad and support space. The project is expected to be **completed by January 2012**.



*Children's Hospital Central California*

Baltimore Aircoil has been working on a project to **reconfigure their manufacturing facility**. The reconfiguration will allow them to **expand their production capabilities and increase employment**.

# HAPPENINGS



Ground Breaking For Fire/Sheriff Station

The **City of Madera** is developing a new **\$5 million Youth Center**. The **two story Youth Center** is named after former Mayor, John W. Wells. It will be located downtown in Madera's Centennial Park and is expected to be completed by May 2010.

Madera County broke ground in Oakhurst on a **\$5.7 million Fire Station and Sheriff Substation**. The County will use grant funding to pay for 75 percent of the project. The expected completion date is May 2010. The site will

also be **home to a future satellite government center**.

## Spec Buildings



72,000 Square Foot Building

Buzz Oates Real Estate has two available **72,000 square foot buildings** located in the Madera Airport Industrial Park. The buildings **include roll up doors and depressed docks**. They have **highway visibility** and easy access to State Highway 99.



Alquist Building

Also in the Madera Airport Industrial Park, Dale Alquist is looking to **sell or lease a 27,500 square foot building**. Alquist is also **selling approximately 5 acres** near the same location that are zoned Industrial and suitable for immediate development.

## New Development and Infrastructure

**Innovative Rotational Moldings (IRM)** a start-up company **owned by local businessman, Dan Humphries** is finishing development. The manufacturing **facility is a total of 33,500 square feet**. The company **manufactures plastic rotational moldings**. At start up the company will **provide 20 new jobs** and is planning to increase to 75 employees as their business grows.

The **San Joaquin Valley Paleontology Foundation** is developing a **Fossil Discovery Center**. The **5,700 square foot discovery center** is scheduled to open in the fall of 2009. The center has received almost **\$3 million in grants to fund the project**. A total of **14,000 fossils have been uncovered on a 15 acres site**.



### New Project List 2008-2009

#### New Manufacturing Companies

Company	Type of Business	Total Sq. Ft.	Employees
Nemat Management Group	Machine Parts	40,000	30
Innovative Rotational Moldings	Plastic Tanks	33,500	25

#### Expansions

Old Castle Precast	Concrete Vaults	290,000	100
Advanced Drainage Systems	Drainage Pipe	44,800	100
Baltimore Aircoil	Cooling Units	167,000	235
Children's Hospital Central California	Health Services	600,000	2,700

## EXECUTIVE DIRECTOR'S MESSAGE

# 2008/09

What will tomorrow bring? As the old cliché goes, if I had a crystal ball I would be a millionaire. But none of us do so we have to trust in our knowledge and our instincts as we develop our economic plans. Our federal government is spending money faster than they can print it with little or no real strategy. I think they are hoping that if enough time goes by the economy will begin to correct itself and then they can say “their plan” was a success. Our state government cannot balance their budget and to me do not really seem to care. Our Governor likes to talk tough but I am not sure he has awakened to the fact that he is not in some Hollywood movie. Our local leadership is trying to keep things afloat but the state continues to make that an almost impossible task by robbing local revenue in attempt to balance their budget.

Businesses are and have been facing an arduous task this past year. I have to commend them for the job they have done in what has proven to be the toughest economic times since the Great Depression. Orders have slowed and the challenge of remaining profitable has become gigantic. Most are surviving and, for some, are starting to see some improvement. This slight advance has the word “Recovery” coming out of the mouths of many politicians. I believe that recovery may be an overstatement to what I see as a leveling off and a quick bounce back is not what the future months will bring. Businesses have cut their workforce and have operated as lean as possible. Many of the reductions in the labor force will be slow to reverse and jobs will still be hard to find.

But the darkest part of the night is followed by the early morning rays of sunlight. The Madera County Economic Development Commission has worked hard with our local business community through these challenging times to help them succeed. We hope that all business leaders will seek our assistance as we battle our way back to a better time. MCEDC is committed to the success of those that live and work in the County of Madera. It is with pride we serve and know that Madera County is “The Perfect Location!”



*Bobby Kahn, Executive Director*

A handwritten signature in black ink, appearing to read "Bobby Kahn". The signature is fluid and cursive, written over a background of a rural landscape with a windmill and a red silo.

## OVERVIEW & GOALS

### *Overview*

The Madera County Economic Development Commission (MCEDC) is a Joint Powers Authority comprised of the County of Madera, the City of Madera, and the City of Chowchilla. Commission members represent the Joint Powers agencies, Chambers of Commerce within Madera County, Workforce Investment Board, industrial and public utility sectors.

### *Goals*

The general goals of the Commission are:

1. To improve the economic capacity of Madera County
2. To improve the quality of life for the residents of Madera County
3. To ensure a positive economic future to the residents of Madera County

# MISSION STATEMENT & SERVICES

## *Mission*

Our mission is to position Madera County as an economically viable and vibrant county through a multifaceted and diversified economic base. Madera County is business friendly, “The Perfect Location,” and the right choice for business and quality of life.

We’re here to help you become more profitable by locating in the geographic center of California, where all modes of distribution transportation converge – freeways, rail, trucking, and air!

## *Recruitment & Location of New Business*

The MCEDC attracts and recruits new business and industry to Madera County through a strategy of targeting both smaller, privately held companies and larger companies that demand significant workforces, including major economic development projects that generate “quality jobs,” substantial tax revenues, and the capacity for a 20-year or greater impact period.

## *Retention & Expansion of Existing Business*

A strong program of assistance and mitigation activity continues to serve existing local business and industry.

## *Small Business Assistance*

The MCEDC provides guidance to small businesses and assists in their development and expansion. Resources include, but are not limited to, strategic business planning, marketing, advertising, cash flow management, corporate training, legal structure of a business, and access to capital.

## *Finance Resources*

The MCEDC provides various financial services to businesses located within Madera County. MCEDC administers funds that provide low interest loans in “gap” financing situations. The program is funded primarily by the State Community Development Block Grant. Funding from the program can be used for working capital, inventory purchase, acquisition of machinery and equipment.

## *Management of Special Incentive Programs*

Special economic development zones are initiated through and administered by the MCEDC. These include the Foreign Trade Zone and the Recycling Market Development Zone.

## *Statistics & Information*

The MCEDC compiles statistics on demographics, workforce capacities, employment, area manufacturers, industrial real estate, and numerous other area-related data. The MCEDC serves as a resource both to the community and outside interests with respect to timely and pertinent economic development information.

## *Infrastructure Development*

The MCEDC is instrumental in initiating and securing funding needed for key infrastructure projects that are critical for economic development.

## *Rapid Response*

MCEDC is in partnership with Rapid Response through Workforce Assistance center. Rapid response assists businesses and employees with layoff transitioning. Services provided by Rapid Response are:

- Assistance in planning transition services for employees
- On-site presentations to employees about Rapid Response services
- Skill assessments of employees
- Information about alternatives that may help reduce or avoid future layoffs



***“The Perfect Location”***

## **MCEDC COMMISSIONERS**

### **2008-2009**

**Bob Carlson**

Public Utility  
*Chairperson*

**Ronn Dominici**

Madera County Board of Supervisors

**Steve Mindt**

City of Madera

**David Alexander**

City of Chowchilla

**Ron Flores**

Industry-at-large

**Rob Poythress**

Madera Chamber of Commerce

**Brad Ditton**

Oakhurst Area Chamber of Commerce

**Charley Fall**

Chowchilla Chamber of Commerce

**Elissa Brown**

North Fork Chamber of Commerce

**Elaine Craig**

Workforce Development Office

## **MCEDC STAFF**

**Bobby Kahn**

Executive Director

**Julie Herd**

Business Development & Marketing Manager

**Diannah Thomas**

Special Projects Manager

**Lois Grow**

Office Manager

The Madera County Economic Development Commission would like to thank Creative Copy for their assistance in the printing of this annual Report along with other projects for MCEDC.

## **SAVE THE DATE**

***The Madera County  
Economic Development Commission  
Economic Summit***

**Wednesday, November 18, 2009**

**Madera Municipal Golf Course  
23200 Avenues 17, Madera, California**

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