



TULARE COUNTY ECONOMIC DEVELOPMENT CORPORATION

Board of Directors

Wednesday, July 27, 2022

Closed Session 7:30AM-7:50AM

Regular Session will follow at 7:50AM

Pursuant to AB 361 this meeting can be conducted utilizing teleconferencing and electronic means. The Board may participate remotely due to social distancing recommendations and the COVID-19 pandemic.

Meet In-Person at:

Workforce Investment Board
Conference Room
309 W. Main, Suite 110
Visalia, CA 93291

Microsoft Teams meeting:

Join on your computer or mobile app

[Click here to join the meeting](#)

Welcome & Opening

- | | |
|--------------------|-------------------|
| 1. Call to Order | Harness/Poohigian |
| 2. Closed Session | |
| a. CEO Position | |
| 3. Regular Session | |
| 4. Public Comment | |

Maintain a High-Performance Economic Development Organization

- | | |
|---|-------------|
| 1. Governance & Leadership | de Oliveira |
| a. June 22, 2022, Minutes (Action) | |
| 2. Fiscal Stewardship | de Oliveira |
| a. June 30, 2022, Financial Report (Action) | |

Maximize Opportunities for Economic Growth & Job Creation

- | | |
|-------------------------------------|-------------|
| 1. Project/Client Services (Report) | de Oliveira |
|-------------------------------------|-------------|

Create a Globally Competitive Environment for Business

- | | |
|--|-------------|
| 1. TCEDC Report (Report only) | de Oliveira |
| a. Operations Update | |
| b. CERF Update | |
| c. Business Response Team "BRT" Update | |
| d. CEDS 2019-2024 Update | |

Announcements & Board Comments

- | | |
|--|-----------|
| 1. Board Member Announcements | All |
| a. Strategic Planning Session Dates? | Poohigian |
| b. FY 22-23 Chair & Admin seats (Action) | |
| c. Adventist Health Board Seat, Tim Haydock (Action) | |





TULARE COUNTY ECONOMIC DEVELOPMENT CORPORATION

Adjournment

1. Next Meeting -- Wednesday, August 24, 2022



TULARE COUNTY ECONOMIC DEVELOPMENT CORPORATION

Board of Directors

Chair
Brian Poochigian
City of Visalia

Treasurer
Jey Lacey
Southern California Edison

Brent Calvin
College of Sequoias

Clifford Dunbar
Gallagher Insurance

Reggie Ellis
Sun Gazette News

Tim Hire
Superintendent of Schools

Rudy Mendoza
City of Woodlake

Clayton Ipsen
True North Physician
Agency

Vice Chair
Amy Shuklian
County of Tulare

Justin Mills
City of Exeter

Scott Harness
Harness Realty Group

Kevin McPhail
Bank of the Sierra

Martha Flores
City of Porterville

Curtis Cannon
City of Lindsay

Terry Sayre
City of Tulare

Veronica Mendoza
Valley Strong Credit Union

Secretary
Donnette Silva Carter
Tulare Chamber of
Commerce

Nick Seals
Seals Construction, Inc.

Rob Taylor
Stafford's Chocolates

Rachel Nerio-Guerrero
City of Dinuba

George Vasquez
Sequoia Regional
Foundation

Miguel Ramirez
SoCal Gas

Ruben Macareno
City of Farmersville



TULARE COUNTY ECONOMIC DEVELOPMENT CORPORATION

Board of Director's Minutes – June 22, 2022

Recommendation

Board approves minutes of June 22, 2022.

Minutes

Minutes of June 22, 2021, Board Meeting

Welcome & Opening

1. Call To Order: Chairman Harness called meeting to order at 7:31am.

Roll Call:

Board Members present (15):

Scott Harness
Emmanuel Llamas (Alternate)
Amy Shuklian
Brian Poochigian
Nick Seals
Jey Lacey
Donnette Silva Carter
Kevin McPhaill
Rob Taylor
Martha Flores
Tim Hire
Curtis Cannon
Miguel Ramirez
Veronica Mendoza
Ruben Macareno

Guests in attendance (9):

Adam Peck
Jenny Bautista
Devon Jones
Leslie Caviglia
Julieta Martinez
Jason Ridenour
Mike Washam
Jennifer Gomez
Jorge Zegarra

Board members absent (10):

Justin Mills
Brent Calvin
Clifford Dunbar
Reggie Ellis
Rachel Nerio-Guerrero
George Vasquez
Clayton Ipsen
Terry Sayre
John Lollis
Rudy Mendoza

Staff present: Airica de Oliveira, Arisbet Torres-Villasenor

2. Public Comments: None.

Maintain a High-Performance Economic Development Corporation

1. Governance & Leadership:

- a. B. Poochigian made a motion to accept the April 27, 2022 & May 25, 2022, meeting minutes with C. Cannon seconding the motion. Motion passed unanimously.

1. Fiscal Stewardship:

- a. A. de Oliveira presented the March 31, 2022, Financial Report. The Board reviewed the Statement of Financial Position and Statement of Activity provided by MBS Accounting for month ending March 30, 2022.
- b. B. Poochigian made a motion to accept the April 2022 & May 2022, Financial Report, with J. Lacey seconding the motion. Motion passed unanimously.

Maximize Opportunities for Economic Growth and Job Creation

1. Prospect/Client Services Report: A. de Oliveira presented the prospect report for period ending as of June 16, 2022. The report reflected 30 current active projects. Report only/no action.

Create a Globally Competitive Environment for Business

1. TCEDC Report:

- a. A. de Oliveira presented the Real Estate Forecast Update. This was the first time hosting the event and had 7 sponsors with guest speakers. The event was not revenue generated but overall, still successful and received positive feedback from the attendees.
- b. S. Harness mentioned the Real Estate Forecast Event was a great network opportunity for TCEDC and community members to speak with the event guest speakers.
- c. A. de Oliveira reported that she sent out the metrics report for the fiscal year 2021-2022. The report was a brief overview of the fiscal year prospect projects for Tulare County. Go-Biz was the leading source of project leads, followed by GSLI, and exposure working with CCVEDC.

Announcements and Board Comments

1. S. Harness reported that City Managers provided a memorandum to TCEDC outlining various suggestions for TCEDC's operations, vision, and opportunities for growth for the new Fiscal Year.

2. A. Shuklian expressed that she was disappointed that the county did not participate and not give their input on the letter.
3. L. Caviglia apologized for not inviting the county to participate and include their input on the visions for TCEDC.
4. M. Flores, M. Washam, and J. Martinez mentioned they did not receive or see the letter that was created. C. Cannon shared his insights that the letter was well balanced.
5. S. Harness mentioned the importance of the board to pause and discuss options for the direction of TCEDC. The board will discuss and explore option regarding the CEO position.

Adjournment

There being no further business to come before the Board, the Chair adjourned the meeting at 8:02 AM. Next meeting is scheduled for July 27, 2022.

Management Report

Tulare County Economic Development Corp.
For the period ended June 30, 2022



Prepared on
July 7, 2022

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Balance Sheets (Accrual)

As of June 30, 2022

	As of Jun 30, 2022	As of May 31, 2022 (PP)	Total Change
ASSETS			
Current Assets			
Bank Accounts			
Mechanics Bank Checking (6024)	43,055.21	51,133.19	-8,077.98
Mechanics Bank Money Market (7576)	962.02	974.00	-11.98
Petty Cash	120.23	120.23	0.00
TD Ameritrade Cash	50,612.12	48,823.27	1,788.85
Total Bank Accounts	94,749.58	101,050.69	-6,301.11
Accounts Receivable			
Accounts Receivable (A/R)	325.00	825.00	-500.00
Total Accounts Receivable	325.00	825.00	-500.00
Other Current Assets			
Employee Retention Credit Receivable	64,168.00	79,168.00	-15,000.00
Foundation Expenses Advanced	6,000.00	5,500.00	500.00
Prepaid Expenses	15,352.32	14,250.09	1,102.23
TD Ameritrade - Exchange Traded Funds	271,651.71	294,395.36	-22,743.65
TD Ameritrade - Mutual Funds	67,809.77	72,617.72	-4,807.95
Undeposited Funds	686.47	800.00	-113.53
Total Other Current Assets	425,668.27	466,731.17	-41,062.90
Total Current Assets	520,742.85	568,606.86	-47,864.01
Fixed Assets			
Accumulated Depreciation	-20,904.00	-20,761.77	-142.23
Office Equipment	27,657.55	27,657.55	0.00
Total Fixed Assets	6,753.55	6,895.78	-142.23
Other Assets			
Business BizCap Loans			
Children's Museum BizCap Loan	6,363.54	6,530.96	-167.42
Total Business BizCap Loans	6,363.54	6,530.96	-167.42
Security Deposits	2,000.00	2,000.00	0.00
Total Other Assets	8,363.54	8,530.96	-167.42
TOTAL ASSETS	\$535,859.94	\$584,033.60	\$ -48,173.66

LIABILITIES AND EQUITY

Liabilities

Current Liabilities

Accounts Payable

Accounts Payable (A/P)	5,005.36	7,891.99	-2,886.63
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Total Accounts Payable	5,005.36	7,891.99	-2,886.63
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Credit Cards

Mechanics Bank Credit Card (8806)	5,428.63	1,975.53	3,453.10
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Total Credit Cards	5,428.63	1,975.53	3,453.10
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	As of Jun 30, 2022	As of May 31, 2022 (PP)	Total Change
Other Current Liabilities			
Foundation Income Payable	2,893.52	2,893.52	0.00
Payroll Tax Liabilities	0.00	0.00	0.00
CA PIT / SDI	363.81	363.82	-0.01
Compensated Absences Pay	5,912.00	4,679.34	1,232.66
Federal Taxes (941/944)	1,602.08	1,602.04	0.04
Simple IRA	701.86	1,052.76	-350.90
Total Payroll Tax Liabilities	8,579.75	7,697.96	881.79
Total Other Current Liabilities	11,473.27	10,591.48	881.79
Total Current Liabilities	21,907.26	20,459.00	1,448.26
Long-Term Liabilities			
EIDL SBA Loan	150,000.00	150,000.00	0.00
Total Long-Term Liabilities	150,000.00	150,000.00	0.00
Total Liabilities	171,907.26	170,459.00	1,448.26
Equity			
BIZ CAP Fund	100,000.00	100,000.00	0.00
Equipment Replacement Fund Designated	3,500.00	3,500.00	0.00
Loan Loss Reserve	200,000.00	200,000.00	0.00
Operating Reserve	230,000.00	230,000.00	0.00
Unrestricted Net Assets	73,432.75	73,432.75	0.00
Net Revenue	-242,980.07	-193,358.15	-49,621.92
Total Equity	363,952.68	413,574.60	-49,621.92
TOTAL LIABILITIES AND EQUITY	\$535,859.94	\$584,033.60	\$ -48,173.66

Income Statement YTD (Accrual)

June 2022

	Jun 2022	Jul 2021 - Jun 2022 (YTD)	Total % YTD
REVENUE			
Economic Development			
Private Sector Contribution	5,000.00	26,500.00	18.87 %
Public Sector Contribution		175,050.00	
Total Economic Development	5,000.00	201,550.00	2.48 %
Foundation Management	500.00	6,000.00	8.33 %
Special Event Income	2,150.00	41,508.75	5.18 %
Total Revenue	7,650.00	249,058.75	3.07 %
GROSS PROFIT	7,650.00	249,058.75	3.07 %
EXPENDITURES			
Bank Charges & Fees	151.50	342.50	44.23 %
QuickBooks Payments Fees	169.93	312.91	54.31 %
Total Bank Charges & Fees	321.43	655.41	49.04 %
Business Expenses			
Taxes & Licenses		4,133.42	
Total Business Expenses		4,133.42	
Contract Services			
Accounting	2,500.00	35,295.00	7.08 %
Subcontractors	1,625.00	30,335.52	5.36 %
Total Contract Services	4,125.00	65,630.52	6.29 %
Facilities & Equipment			
Equipment & Software Purchases	360.06	11,182.99	3.22 %
Equipment Rental	270.03	3,459.51	7.81 %
Insurance	501.65	2,536.34	19.78 %
Membership Dues & subscriptions	163.73	1,140.06	14.36 %
Office Supplies	541.70	2,836.60	19.10 %
Printing		24.09	
Rent & Lease	1,386.00	16,212.59	8.55 %
Repairs & Maintenance		64.46	
Telephone	533.86	6,831.59	7.81 %
Utilities		231.64	
Total Facilities & Equipment	3,757.03	44,519.87	8.44 %
Marketing & Recruitment	3,448.66	43,712.29	7.89 %
Payroll Expenses		0.00	
Employee Benefits	2,185.69	12,615.95	17.32 %
Processing Fees	91.00	2,385.50	3.81 %
Retirement	350.90	5,362.29	6.54 %
Taxes	894.82	19,756.15	4.53 %
Wages	11,696.92	227,612.98	5.14 %
Employee Retention Credit		-28,000.00	
Total Wages	11,696.92	199,612.98	5.86 %

	Jun 2022	Jul 2021 - Jun 2022 (YTD)	Total % YTD
Workers Comp	102.90	824.95	12.47 %
Total Payroll Expenses	15,322.23	240,557.82	6.37 %
Special Events	250.00	13,735.68	1.82 %
Travel & Meetings	5,018.62	20,413.45	24.58 %
Total Expenditures	32,242.97	433,358.46	7.44 %
NET OPERATING REVENUE	-24,592.97	-184,299.71	13.34 %
OTHER REVENUE			
Credit Card Rewards		975.00	
Dividend Revenue	1,787.58	17,072.36	10.47 %
Gain/Loss on Sale of Investments	0.00	91,953.06	0.00 %
Interest Earned	877.30	2,226.35	39.41 %
Unrealized Gain/Losses	-27,551.60	-164,594.09	16.74 %
Total Other Revenue	-24,886.72	-52,367.32	47.52 %
OTHER EXPENDITURES			
Brokerage Fees	0.00	4,350.83	0.00 %
Depreciation Expense	142.23	1,706.76	8.33 %
Gain/Loss on Note Receivable		255.45	
Total Other Expenditures	142.23	6,313.04	2.25 %
NET OTHER REVENUE	-25,028.95	-58,680.36	42.65 %
NET REVENUE	\$ -49,621.92	\$ -242,980.07	20.42 %

A/R Aging Summary

As of June 30, 2022

	Current	1 - 30	31 - 60	61 - 90	91 and over	Total
Harness Realty Group			250.00			250.00
The City of Visalia			75.00			75.00
TOTAL	\$0.00	\$0.00	\$325.00	\$0.00	\$0.00	\$325.00

A/P Aging Summary

As of June 30, 2022

	Current	1 - 30	31 - 60	61 - 90	91 and over	Total
AT&T Long Distance	87.16					87.16
AT&T Mobility	226.69					226.69
Beacon Economics, LLC	4,500.00					4,500.00
EMD Networking Services	96.55					96.55
J.J.R. Enterprises Inc.		94.96				94.96
TOTAL	\$4,910.40	\$94.96	\$0.00	\$0.00	\$0.00	\$5,005.36



Project & Client Services Update

Recommendation

Report and discussion only; no action requested.

Background

The EDC is currently managing thirty (31) active project files. The information is for the current fiscal year through July 21, 2022

Most Active Projects This Month:

1037-22– A “Spaceflight” manufacturing company seeking 150-300 acres for production. This project is a heavy power user. This project would create approximately 750 jobs. TCEDC submitted sites and is awaiting submission review.

1033-22– A Cement Manufacturing company seeking 5-8 acres. This project has been reopened and is now considering additional sites in Tulare County. Potential sites have been submitted and TCEDC is actively pursuing this project. This project would create approximately 45-50 jobs.

Fiscal Year to Date Summary

Carry forward from prior fiscal year:	(30)
New projects this fiscal year to date:	1
Closed/Inactive projects this fiscal year:	0
Located/Announced projects current fiscal year to date:	0
Total current active projects:	31

LEGEND to attached report:

BOLD are new changes/additions/updates

GREEN highlight are NEW FISCAL YEAR projects

ORANGE Highlight are project WINS or moving into the 2nd selection phase.

BLUE highlights are closed/Inactive projects.

Client/Project Report
As of July 21, 2022

Project Name	Industry	Estimated Job Impact	Building Sq Ft	Acreage	Rail	Lead Source	Project Status List	Stage
848-17	Biotechnology	20		6		Site Consultant/Broker	Company went dark during COVID and is now reactivating this project. Pursuing grant funding through the State in order to finance project and move to next steps.	Active
865-18	Manufacturing					Site Consultant/Broker	Submitted proposal	Active
870-18	Food & Beverage					Mission	Submitted proposal	Active
913-19	Energy	18		150		CalBIS	Tulare site was on shortlist. Company selected sites in Hanford, Merced, and Madera	Closed
914-19E	Manufacturing					Direct	No communication from company. Will re-open if they come back.	Closed
924-20E	Food & Beverage					Direct	Project on hold due to funding	Inactive
925-20A	Food & Beverage					Site Consultant/Broker	No communication from company. Will re-open if they come back.	Closed
926-20	Manufacturing	586	400,000	20	Yes	CalBIS	Sites shorlisted in SoCal area	Closed
927-20	Biotechnology			12		CalBIS	Project focused on SoCal. Will re-open if they begin considering other areas again.	Closed
928-20	Manufacturing			8		Mission	Project focused on Livermore	Closed
929-20	Manufacturing	104	25,500	1		CalBIS	Submitted proposal. Project unresponsive per GOBiz .	Inactive
930-20	Biotechnology					Direct	Site Visit Completed; Project never materialized	Inactive
931-20	Food & Beverage					Mission	Company will not be locating in Central Valley. Waiting on more information from broker.	Closed
932-20	Manufacturing		100,000			Trade Show	Company decided to locate in Corona, CA.	Closed
933-20	Energy	2		3		Site Consultant/Broker	Narrowed search to sites in Kings, San Joaquin, and Stanislaus counties	Closed
934-20	Manufacturing	2,000	220,000			Trade Show	Submitted proposal	Inactive
935-20	Manufacturing	75	35,000			Trade Show	Submitted proposal	Active
944-20	Chemicals	7	40,000		Yes	Direct	Submitted proposal; client has been silent due to COVID19	Inactive
951-20	Distribution & Logistics		250,000			Site Consultant/Broker	Company needed to be closer to Sacramento, CA	Closed
954-20	Manufacturing	33	200,000			CalBIS	Project dormant as per GoBIZ	Inactive
956-20A	Distribution & Logistics	1,000	1,600,000			Direct	No Communication from lead source after information was provided. Property now represented by different broker as well.	Closed
957-20	Manufacturing					Direct	Provided Additional Info	Inactive
959-20	Food & Beverage	200	612,000	60	Yes	CalBIS	Company has narrowed search to Riverside County.	Closed
960-20	Manufacturing		50,000			Site Consultant/Broker	Company listed AZ and UT as finalist states. Broker to provide update on our area once transaction is complete	Closed
961-20	Manufacturing	20	10,000			Trade Show	No communication from site selector after proposal submission. Will re-open project if they come back.	Closed
962-20	Distribution & Logistics	147	740,000	75		Site Consultant/Broker	Submitted properties; company wanted to focus search on NorCal	Closed
963-20	Manufacturing	180	650,000	25	Yes	Site Consultant/Broker	No communication from site selector after proposal submission. Will re-open project if they come back.	Closed
964-20	Energy	400	200,000		Yes	CalBIS	Project dormant as per GoBIZ	Inactive
965-20	Construction		100,000	15		Direct	Submitted sites	Active
966-20	Manufacturing	754	2,000,000			CalBIS	Company exploring alternative sites out of CA; may come back to consider CA on future deployments	Closed
967-20A	Distribution & Logistics					Direct	Provided Incentive Information; Project never materialized	Closed

Client/Project Report
As of July 21, 2022

968-20	Manufacturing	20		60		CalBIS	Company focused on SoCal but has been unresponsive to communication from GoBIZ.	Inactive
969-20E	Manufacturing		6,000			Direct	Located in the City of Tulare	Closed - Located
970-20A	Distribution & Logistics			10		Site Consultant/Broker	Project briefing with company; awaiting RFI	Active
971-20	Manufacturing	200	70,000			Site Consultant/Broker	Company focused on Tracy, CA. Will re-open project if they consider other regions.	Closed
972-20E	Distribution & Logistics					Direct	Awaiting additional info	Active
973-20	Manufacturing		300,000			Site Consultant/Broker	Project toured in MidWest	Active
974-20E	Food & Beverage		40,000	4	Yes	Direct	Presented packet with local incentives and properties. Company unresponsive.	Active
975-20	Biotechnology	100		50		CalBIS	Received RFI/RFP. No sites submitted from local communities.	Closed
976-20	Manufacturing	40	30,000	3		Mission	Site selector informed staff that company is no longer considering Tulare County.	Closed
977-20	Manufacturing	160	150,000	8	Yes	CalBIS	Received RFI/RFP. No sites submitted from local communities.	Closed
978-20	Food & Beverage	200	350,000	25	Yes	Site Consultant/Broker	Submitted Proposal and additional requested information. Awaiting response.	Active
979-20	TBD		100,000			Site Consultant/Broker	Initial building search only - responded with 6 potential sites	Active
980-21	Manufacturing	1391	250,000			CalBIS	Company unresponsive as per GoBIZ	Inactive
981-21	Recycling	15	10,000	5	Yes	CalBIS	Company unresponsive as per GoBIZ	Inactive
982-21E	Manufacturing	TBD	75,000			Direct	Company decided to stay in Tulare County (City of Visalia).	Closed
983-21A	Developer	TBD		40		Site Consultant/Broker	Site search underway; developer is interested in large land parcels in the City of Tulare	Active
984-21	Food & Beverage	220	400,000	55	Yes	CalBIS	Project timeline could not be met. No sites submitted	Closed
985-21	Biotechnology	30		6		CalBIS	Submitted proposal; Project dormant as per GoBIZ	Inactive
986-21	Energy	110	50,000	10		CalBIS	Submitted Proposal. Project no longer considering California. Company wants to be located closer to Canadian border.	Closed
987-21A	Distribution & Logistics	400	1,300,000			Direct	Provided supporting information for proposal submitted by local City. Project is being reviewed/considered by company.	Active
988-21	Manufacturing	50	50,000			Site Consultant/Broker	Submitted proposal	Active
989-21E	Agriculture	TBD		15		Direct	Provided Additional Info	Active
990-21A	Developer	TBD		5		Direct	Assisted local City with property annexation inquiry for a commercial/retail developer. Project is moving forward and the developer is working with the City/LAFCO for next steps.	Active
991-21A	Not For Profit	TBD	TBD	TBD	Yes	Direct	Provided Additional Info. Project never materialized.	Closed
992-21	Manufacturing	50	70,000	7		CalBIS	Submitted proposal. Project unresponsive per GOBIZ .	Inactive
993-21	Shipping	14	15,000	4		CalBIS	Client selected a site in Madera.	Closed-Lost
994-21	Manufacturing	906	350,000	40		CalBIS	Submitted Proposal. Company eliminated all Central Valley sites in first round of site selection. Search is now focused on Southern California.	Closed
995-21A	Developer	TBD	50,000	10		Site Consultant/Broker	Provided Additional Info	Active

Client/Project Report
As of July 21, 2022

996-21A	TBD/Developer	TBD		80		Site Consultant/Broker	Provided Additional Info - Connected broker with County RMA staff to assist with permitting/zoning questions	Active
997-21	Food & Beverage	498	170,000		Yes	Site Consultant/Broker	Submitted Proposal	Active
998-21A	Recreation	TBD		46		Direct	Provided Additional Info	Closed
999-21A	Agriculture/Manufacturing	50	50,000	5		Site Consultant/Broker	Submitted Proposal	Active
1000-21	Food & Beverage	550	250,000	50		Site Consultant/Broker	Submitted Proposal	Active
1001-21	Biotechnology	57		60	Yes	CalBIS	Project was cancelled/Decided not to pursue any sites submitted.	Closed -Cancelled
1002-21A	Energy	TBD (50 construction)		10		Direct	Submitted Proposal/Connected with County staff on land tax.	Active
1003-21	Energy	2,500	1,000,000	100	Yes	CalBIS	Project received Cal Competes/ sites in review.	Active
1004-21A	Energy					Direct	Provided additional information/No updates	Active
1005-21A	Other					Direct	Facilitated an introduction meeting/ Waiting for more info	Active
1006-21	Food & Beverage		25,000			Trade Show	Provided information to inquirer/ No updates	Active
1007-21	Agriculture	20	120,000	5		CalBIS	Client is waiting to move forward on site selection.	Active
1008-21A	Manufacturing					Direct	Submitted proposal , submission in review./No updates	Active
1009-21	Construction			10	No	Site Consultant/Broker	Submitted proposal, submission in review./No updates.	Active
1010-21	Manufacturing	500	800,000	40	Yes	Site Consultant/Broker	Submitted Proposal, submission in review.	Active
1011-21	Manufacturing	280	200,000	20	No	CalBIS	Project is on hold- Per GOBIZ.	Active
1012-21A	Energy		5,000	34	No	Direct	Submitted proposal, submission in review.	Active
1013-21A	Manufacturing		35,000-40,000		No	Direct	Submitted proposal, submission in review.	Active
1014-21	Biotechnology	150	100,000	20	Yes	Site Consultant/Broker	Submitted proposal, submission in review.	Active
1015-21	Agriculture	100-150	200,000	20	No	Site Consultant/Broker	Submitted proposal, submission in review.	Active
1016-21	Manufacturing	10	20,000	5	Yes	Site Consultant/Broker	Submitted proposal, submission in review.	Active
1017-21	Manufacturing	35	25,000	5	No	Site Consultant/Broker	Zero submissions	Closed
1018-21	Manufacturing	4,000	4.2 M	250	Yes	CalBIS	Zero submissions	Closed
1019-21	Chemical	9		5	No	Site Consultant/Broker	Lost to Boise, Idaho	Closed
1020-22	Auto	323	200,000	150	No	CalBIS	Reviewing proposals- Per GOBIZ.	Active
1021-22	Manufacturing	85		200	Yes	CalBIS	Submitted proposal, submission in review.	Active
1022-22	Biotechnology/Manufacturing	40	40,000	3	Yes	CalBIS	Project cancelled.	Closed
1023-22	Entertainment	TBD			No	CalBIS	Not selected	Closed
1024-22	Cold Storage	100	150,000	20	Yes, p	Site Consultant/Broker	Accepted initial proposal, moving into 2nd selection phase	Active
1025-22	E-Commerce	500	1-2million		No	CalBIS	Tulare County sites under consideration-Per GOBIZ.	Active
1026-22A	Developer			9.5	No	Direct	Tulare County Site located!	Active
1027-22	Recycling	30	50,000	2	No	CalBIS	Submitted proposal, submission in review- Per GOBIZ.	Active
1028-22	Recycling	20-40	100,000		Yes	CalBIS	Submitted proposal, submission in review-Per GOBIZ.	Active
1029-22A	Cold Storage			25	No	Site Consultant/Broker	Submitted project selected sites	Active
1030-22	Biochemical	50	40,000	5	No	CalBIS	Project is looking at Central Coast, but still considering Central Valley-Per GOBIZ.	Active
1031-22	Biochemical	30	25,000	5	No	CalBIS	Zero submissions	Closed
1032-22	Food & Beverage		20,000-60,000			Site Consultant/Broker	Provided information on sites of interest.	Active
1033-22A	Manufacturing			1.5-8		Site Consultant/Broker	Provided Assistance on site.	Active
1034-22	Energy	500		50		CalBIS	Zero submissions	Closed
1035-22	Manufacturing	40-60	40,000	10		CalBIS	Submitted proposal, submission in review-Per GOBIZ.	Active
1036-22	Manufacturing		20,000-40,000			Site Consultant/Broker	Submitted sites	Active
1037-22	Manufacturing	750		150-300	No	CalBIS	Submitted sites.	Active