



# TULARE COUNTY ECONOMIC DEVELOPMENT CORPORATION

**Board of Directors**  
**Wednesday, October 26, 2022**  
**8:00AM-8:30AM**

*Pursuant to AB 361 this meeting may 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:**  
**Tucoemas Federal Credit Union**  
**614 S Akers St, Visalia, CA 93277**

Microsoft Teams meeting  
**Join on your computer, mobile app or room device**  
[Click here to join the meeting](#)

## Welcome & Opening

- |                   |            |
|-------------------|------------|
| 1. Call to Order  | Poochigian |
| 2. Public Comment |            |

## Maintain a High-Performance Economic Development Organization

- |  |             |
|--|-------------|
| 1. Governance & Leadership                       | de Oliveira |
| a. September 28, 2022, Minutes (Action)          |             |
| 2. Fiscal Stewardship                            | de Oliveira |
| a. September 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)      | de Oliveira |
| a. CEO "First 90 Days" Update |             |

## Announcements & Board Comments

- |   |            |
|---|------------|
| 1. Board Member Announcements                                 | All        |
| a. TREDC Letter of Support/40 acres, EDA Application (Action) | Poochigian |
| b. Joint November/December Board Meeting (Action)             | Poochigian |

## Adjournment

- |                       |  |
|-----------------------|--|
| 1. Next Meeting – TBA |  |
|-----------------------|--|





# 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

### **Clayton Ipsen**

True North Physician Agency

### **Timothy Haydock**

Adventist Health

### Vice Chair

**Amy Shuklian**  
County of Tulare

### **Rudy Mendoza**

City of Woodlake

### **Justin Mills**

City of Exeter

### **Kevin McPhail**

Bank of the Sierra

### **Martha Flores**

City of Porterville

### **Curtis Cannon**

City of Lindsay

### **Marc Mondell**

City of Tulare

### **Veronica Mendoza**

ValleyStrong Credit Union

### Secretary

**Donnette Silva Carter**  
Tulare Chamber of  
Commerce

### **Scott Harness**

Harness Realty Group

### **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 – September 28, 2022

### Recommendation

Board approves minutes of September 28, 2022.

### Minutes

#### Minutes of September 28, Board Meeting

1. Meeting called to order at 7:30 AM.

Roll Call:

Board Members present (12):

Brian Poochigian  
Amy Shuklian  
Donnette Silva Carter  
Jey Lacey  
Brent Calvin  
Rob Taylor  
Miguel Ramirez  
Clayton Ipsen  
Martha Flores  
Timothy Haydock  
Adam Ennis ( Alternate)  
Veronica Mendoza

Adam Peck  
Devon Jones  
Misty Wallace  
Bill Hayter  
Dennis Eckes

Board members absent (9):

Nick Seals  
Clifford Dunbar  
Rachel Nerio-Guerrero  
Ruben Macareno  
Scott Harness  
Reggie Ellis  
Kevin McPhaill  
Curtis Cannon  
Terry Sayre

Guests in attendance (8):

Leslie Caviglia  
Julieta Martinez  
Mike Washam

Staff present: Airica de Oliveira, Janae Coleman

2. Public Comments: None.

## Maintain a High-Performance Economic Development Corporation

### 1. Governance & Leadership:

- a. D. Silva - Carter made a motion to accept the July 28, 2022, meeting minutes with M. Flores seconding the motion. Motion passed unanimously.

### 2. Fiscal Stewardship:

- a. A. de Oliveira presented the August 31, 2022, Financial Report. The Board reviewed the Statement of Financial Position and Statement of Activity provided by MBS Accounting for month ending August 31, 2022.
- b. D. Silva- Carter made a motion to accept the August 31 2022, Financial Report, with B. Calvin seconding the motion. Motion passed unanimously.

## Maximize Opportunities for Economic Growth and Job Creation

### 1. Tule River EDC Presentation/ 40-acre project, Letter of Support request

- a. Bill Hayter and Dennis Eckes presented on the preliminary development plans at location 40 acres, in proximity to Eagle Feather. TREDC is going to apply for EDA funds and is seeking a letter of support from TCEDC.
- b. Following the presentation, the floor was opened for questions. Multiple TCEDC board members and guests inquired about project.
  - i. Flores, Poochigian, Caviglia, and Silva-Carter, inquired about water table concerns. Hayter confirmed that a 2<sup>nd</sup> well is being developed and the primary water is being supported by Lake Success and wastewater will be used for irrigation.
  - ii. Washam and Poochigian inquired about Springville resident's interest in development. Hayter confirmed that there has been general support for the development. Ipsen inquired about the first prospective project; the grocery store.
  - iii. Flores and Silva-Cater recommended that TREDC connect with TR about project plans and potential use of the old Casino as a health facility. Hayter confirmed that TR Tribe is aware of their project.
  - iv. Lacey asked about the power load required for the project; Hayter confirmed that he has not discussed the project details or needs with SCE yet.
  - v. Poochigian will have the board vote on the letter of support at next month's meeting. Hayter will send de Oliveira the digital plans. The TCEDC board will vote on the letter of support at October's meeting.

2. Prospect/Client Services Report: A. de Oliveira presented the prospect report for period ending as of September 23, 2022. The report reflected 37 current active projects. Report only/no action.

## Create a Globally Competitive Environment for Business

### 1. TCEDC Report:

- a. A. de Oliveira provided updates from the CCVEDC Ontario Broker Mission the week of September 20-22<sup>nd</sup>.
- b. A. de Oliveira reminded the board of the 2022 TCEDC Strategic Planning Session; October 26, 2022. Location is TBD.

## Announcements and Board Comments

### 1. Renewal of Sublease Agreement with Tulare County WIB (Action)

- a. C. Ipsen made a motion to accept the motion with M. Flores seconding the motion. Motion passed unanimously.

### 2. City of Tulare Board Seat: Terry Sayre/Marc Mondell replacement (Action)

- a. M. Ramirez accepted the first motion with A. Shuklian seconding the motion. Motion passed unanimously.

3. A. de Oliveira provided an update from Token Farms, as a potential TCEDC Member. Jennifer Mendoca is willing to serve on a TCEDC subcommittee instead of having a board seat. TCEDC is currently at capacity with board seats. A. de Oliveira will revisit subcommittees at October's Strategic Planning Session. Token Farms financial contribution check will remain with TCEDC until subcommittee assignments are filled.

## Adjournment

There being no further business to come before the Board, the Chair adjourned the meeting at 8:06 AM. Next meeting is scheduled for October 26, 2022.

# Management Report

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



Prepared on  
October 6, 2022

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# Balance Sheets (Accrual)

As of September 30, 2022

	As of Sep 30, 2022	As of Aug 31, 2022 (PP)	Total Change
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Bank Accounts</b>			
Mechanics Bank Checking (6024)	31,478.55	55,524.33	-24,045.78
Mechanics Bank Money Market (7576)	926.08	938.06	-11.98
Petty Cash	120.23	120.23	0.00
QB Payments Checking Account	70.66	70.60	0.06
TD Ameritrade Cash	20,334.37	18,622.80	1,711.57
<b>Total Bank Accounts</b>	<b>52,929.89</b>	<b>75,276.02</b>	<b>-22,346.13</b>
<b>Accounts Receivable</b>			
Accounts Receivable (A/R)	87,500.00	87,686.46	-186.46
<b>Total Accounts Receivable</b>	<b>87,500.00</b>	<b>87,686.46</b>	<b>-186.46</b>
<b>Other Current Assets</b>			
Employee Retention Credit Receivable	49,000.47	49,000.47	0.00
Foundation Expenses Advanced	7,500.00	7,000.00	500.00
Prepaid Expenses	24,023.47	19,325.72	4,697.75
TD Ameritrade - Exchange Traded Funds	284,423.45	310,085.86	-25,662.41
TD Ameritrade - Mutual Funds	62,960.59	68,451.28	-5,490.69
<b>Total Other Current Assets</b>	<b>427,907.98</b>	<b>453,863.33</b>	<b>-25,955.35</b>
<b>Total Current Assets</b>	<b>568,337.87</b>	<b>616,825.81</b>	<b>-48,487.94</b>
<b>Fixed Assets</b>			
Accumulated Depreciation	-21,326.04	-21,185.36	-140.68
Office Equipment	27,657.55	27,657.55	0.00
<b>Total Fixed Assets</b>	<b>6,331.51</b>	<b>6,472.19</b>	<b>-140.68</b>
<b>Other Assets</b>			
<b>Business BizCap Loans</b>			
Children's Museum BizCap Loan	5,858.37	6,027.26	-168.89
<b>Total Business BizCap Loans</b>	<b>5,858.37</b>	<b>6,027.26</b>	<b>-168.89</b>
Security Deposits	2,000.00	2,000.00	0.00
<b>Total Other Assets</b>	<b>7,858.37</b>	<b>8,027.26</b>	<b>-168.89</b>
<b>TOTAL ASSETS</b>	<b>\$582,527.75</b>	<b>\$631,325.26</b>	<b>\$ -48,797.51</b>

## LIABILITIES AND EQUITY

### Liabilities

#### Current Liabilities

##### Accounts Payable

Accounts Payable (A/P)	5,764.78	1,322.81	4,441.97
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<b>Total Accounts Payable</b>	<b>5,764.78</b>	<b>1,322.81</b>	<b>4,441.97</b>
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##### Credit Cards

Mechanics Bank Credit Card (8806)	6,284.72	5,267.49	1,017.23
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<b>Total Credit Cards</b>	<b>6,284.72</b>	<b>5,267.49</b>	<b>1,017.23</b>
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	As of Sep 30, 2022	As of Aug 31, 2022 (PP)	Total Change
<b>Other Current Liabilities</b>			
Foundation Income Payable	2,893.52	2,893.52	0.00
Payroll Tax Liabilities	0.00	0.00	0.00
CA SUI / ETT	27.40	0.00	27.40
Compensated Absences Pay	7,574.04	5,912.00	1,662.04
Simple IRA	461.12	0.06	461.06
<b>Total Payroll Tax Liabilities</b>	<b>8,062.56</b>	<b>5,912.06</b>	<b>2,150.50</b>
<b>Total Other Current Liabilities</b>	<b>10,956.08</b>	<b>8,805.58</b>	<b>2,150.50</b>
<b>Total Current Liabilities</b>	<b>23,005.58</b>	<b>15,395.88</b>	<b>7,609.70</b>
<b>Long-Term Liabilities</b>			
EIDL SBA Loan	150,000.00	150,000.00	0.00
<b>Total Long-Term Liabilities</b>	<b>150,000.00</b>	<b>150,000.00</b>	<b>0.00</b>
<b>Total Liabilities</b>	<b>173,005.58</b>	<b>165,395.88</b>	<b>7,609.70</b>
<b>Equity</b>			
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	-169,583.54	-169,583.54	0.00
Net Revenue	45,605.71	102,012.92	-56,407.21
<b>Total Equity</b>	<b>409,522.17</b>	<b>465,929.38</b>	<b>-56,407.21</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$582,527.75</b>	<b>\$631,325.26</b>	<b>\$ -48,797.51</b>

# Income Statement YTD (Accrual)

September 2022

	Sep 2022	Jul - Sep, 2022 (YTD)	Total % YTD
<b>REVENUE</b>			
Economic Development		154,750.00	
Foundation Management	500.00	1,500.00	33.33 %
<b>Total Revenue</b>	<b>500.00</b>	<b>156,250.00</b>	<b>0.32 %</b>
<b>GROSS PROFIT</b>	<b>500.00</b>	<b>156,250.00</b>	<b>0.32 %</b>
<b>EXPENDITURES</b>			
Bank Charges & Fees	12.00	40.86	29.37 %
Business Expenses	486.08	486.08	100.00 %
Contract Services	2,750.00	8,800.00	31.25 %
Facilities & Equipment	4,693.25	12,058.37	38.92 %
Marketing & Recruitment	6,997.54	24,671.60	28.36 %
Payroll Expenses	10,703.79	38,672.32	27.68 %
Special Events	480.00	1,088.62	44.09 %
Travel & Meetings	1,220.00	2,602.79	46.87 %
<b>Total Expenditures</b>	<b>27,342.66</b>	<b>88,420.64</b>	<b>30.92 %</b>
<b>NET OPERATING REVENUE</b>	<b>-26,842.66</b>	<b>67,829.36</b>	<b>-39.57 %</b>
<b>OTHER REVENUE</b>			
Dividend Revenue	1,709.23	2,158.32	79.19 %
Interest Earned	20.00	564.26	3.54 %
Unrealized Gain/Losses	-31,153.10	-23,875.56	130.48 %
<b>Total Other Revenue</b>	<b>-29,423.87</b>	<b>-21,152.98</b>	<b>139.10 %</b>
<b>OTHER EXPENDITURES</b>			
Brokerage Fees	0.00	648.63	0.00 %
Depreciation Expense	140.68	422.04	33.33 %
<b>Total Other Expenditures</b>	<b>140.68</b>	<b>1,070.67</b>	<b>13.14 %</b>
<b>NET OTHER REVENUE</b>	<b>-29,564.55</b>	<b>-22,223.65</b>	<b>133.03 %</b>
<b>NET REVENUE</b>	<b>\$ -56,407.21</b>	<b>\$45,605.71</b>	<b>-123.68 %</b>

# A/R Aging Summary

As of September 30, 2022

	Current	1 - 30	31 - 60	61 - 90	91 and over	Total
AT&T				1,000.00		1,000.00
City of Exeter				2,500.00		2,500.00
City of Porterville				25,000.00		25,000.00
Clifford Dunbar				500.00		500.00
Harness Realty Group				250.00	250.00	500.00
Kaweah Health Care District				1,500.00		1,500.00
Newmark Grubb Pearson Commercial				1,500.00		1,500.00
The County of Tulare				50,000.00		50,000.00
Token Farms			5,000.00			5,000.00
<b>TOTAL</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$5,000.00</b>	<b>\$82,250.00</b>	<b>\$250.00</b>	<b>\$87,500.00</b>

# A/P Aging Summary

As of September 30, 2022

	Current	1 - 30	31 - 60	61 - 90	91 and over	Total
AT&T v		105.04				105.04
Beacon Economics, LLC	4,500.00					4,500.00
CNA Insurance		90.25				90.25
EMD Networking Services	569.05					569.05
J.J.R. Enterprises Inc.		20.44				20.44
Workforce Investment Board Of Tulare County		480.00				480.00
<b>TOTAL</b>	<b>\$5,069.05</b>	<b>\$695.73</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$5,764.78</b>



Project & Client Services Update

Recommendation

Report and discussion only; no action requested.

Background

The EDC is currently managing thirty (39) active project files. The information is for the current fiscal year through October 21, 2022

Most Active Projects This Month:

1047-22A- Assist only. TCEDC was contacted directly and asked to provide regional data that supports the economic advantages of widening CA-99; approximately 5-6 miles that runs through Tulare County. TCEDC fulfilled this data request.

1048-22- A Food Processing company seeking regional asset information on Tulare County. This prospect has not released location selection information yet. TCEDC staff met with the company and the lead consultant virtually for an introduction. TCEDC is actively pursuing this prospect.

Fiscal Year to Date Summary

Carry forward from prior fiscal year:	(29)
New projects this fiscal year to date:	11
Closed/Inactive projects this fiscal year:	1
Located/Announced projects current fiscal year to date:	0
<b>Total current active projects:</b>	<b>39</b>

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 October 21, 2022

Project Name	Industry	Estimated Job Impact	Building Sq Ft	Acreage	Rail	Lead Source	Project Status List	Stage
<b>22-23 FY</b>								
1038-22	BioChar	7				CalBIS	Submitted sites	Active
1039-22-A	Manufacturing		50,000			Direct	Assisted in data/proposal preparation	Active
1040-22	Biochar	4				CalBIS	Submitted sites	Active
1041-22	Commercial	120	50,000			Direct	Assisted with data/incentives	Active
1042-22	Residential			50		Site Consultant/Broker	TCEDC will assist local municipalities on site submission.	Active
1043-22	Biochemical/Manufacturing	360	450,000	25		CalBIS	Submitted sites, submission in review	Active
1044-22A	Food & Beverage						ASSIST: Tulare County F&B Processors Energy savings/equipment replacement programs (FPIP)	Closed
1045-22	Food & Beverage	250	130,000	15		CalBIS	Submitted sites , submission in review	Active
1046-22	Distribution & Logistics						ASSIST: Labor Market data request only	Active
1047-22A	Distribution & Logistics					Direct	ASSIST: Regional Data request only	Active
1048-22	Food & Beverage	TBA	TBA	TBA		Site Consultant/Broker	Staff met virtually with Broker and company	Active
<b>21-22 FY</b>								
1000-21	Food & Beverage	550	250,000	50		Site Consultant/Broker	Submitted Proposal	Active
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 in	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	Maufacturing	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	Maufacturing		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
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
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

Client/Project Report  
As of October 21, 2022

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
1035-22	Manufacturing	40-60	40,000	10		CalBIS	40	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