

Cities-County Economic Development Committee (CCEDC)

Minutes for Meeting: August 23, 2018 at the Glenn County Board of Supervisors Conference Room in Willows, CA.

Meeting Facilitated By: Glenn County Community Development Director Jody Samons

Attendees: Glenn County Community Development Director Jody Samons, Orland Mayor Charlie Gee, Orland City Manager Pete Carr, Willows City Council Member Gary Hansen, Director, Contract Education, Training and Development for Butte College Annie Rafferty , 3CORE Assistant Director Patty Hess, Principle Planner for Glenn County Planning & Community Development Services Mardy Thomas, Geographic Information Center’s Courtney Farrell and Jason Schwenkler, Director of Planning & Community Development Services Don Rust, Willows City Council Member Jeff Williams, Willows Vice-Mayor Larry Mello, Glenn County Director of Public Works Dr. Mohammad Quoreshi, P.E., HHS Business Services Coordinator Yassi Lam, Associate Director of 3-CORE Marc Nemenic, HHS Director Christine Zoppi, CAD Housing Manager Danielle Huguenard, Grant Management Associates Founder Kristin Cooper Carter and HHS Employment & Training Worker II Connie Scott.

Summary:

Glenn County Community Development Director Jody Samons called the meeting to order at 2:00 p.m.

- **Welcome and Introductions**
 - a. Self-introductions not necessary.
- **Public Comment - None**
- **Meeting Notice and Posting Date (as required by the 1994 Brown Act)**
 - a. Posted August 9, 2018 at Glenn County Memorial Hall.
- **Review Notes from the Prior Meeting (on March 29, 2018)**
 - a. Emailed on August 9, 2018.
 - b. Hardcopies available at the meeting.
 - c. Yassi Lam noted corrections to be made:
 - Stuart Knox’s name is misspelled-it should be Stewart Knox.
 - On item number five of her comments, she would like clarification that it should read “some of the people we’re seeing come in to access resources are addressing multiple issues, including homelessness/at-risk

for homelessness. It's not only about addressing barriers to employment (e.g. no valid CDL/limited access to transportation, criminal background, etc.), but some are facing possible homelessness.

d.

e. Jeff Williams made a motion to approve the minutes as corrected, seconded by Charlie Gee.

The motion was approved unanimously.

- Ongoing Efforts/Round Table Reports/Projects

- a. **Pete Carr – City of Orland**

- The hotel site across from the Pilot is ready to go, La Quinta is ready, but the property owner has not followed through.
- Farwood Restaurant is doubling the size of their facility.
- Simplot annexation and expansion is going well.
- OHB Hives is continuing to develop their property as a bee campus, and will be holding the second annual Octobeefest on October 12, 2018.
- The City Planning Commission & City Council just approved digital signs for Orland, and much larger signs for the freeway. The city must now petition Cal Trans for a “Welcome to Orland” sign that would feature several businesses.

- b. **Gary Hansen – City of Willows**

- Sean and Angela Long have opened Town Central Deli in downtown Willows. Business is going great.
- The EDA grant is the main focus for the city. Marc Nemanic of 3CORE is working with the city on this project. Bids were requested for construction, and of the four bids received, the lowest bid was 1.5 million dollars over the City's budget. Other funding options are being explored with 3CORE.
- This Basin Street project will include the new Rumiano Cheese facility.

- c. **Courtney Farrell and Jason Schwenkler – Geographical Information Center – Broadband**

- Courtney opened with a report on two of their current projects.
- They are doing a feasibility study with Tehama, Glenn and Colusa Counties, working with the Tehama/Colusa Canal Authority on a project called “Tall Things”.
- The study aims to see if there are any private farm owners who would be willing to allow them to assess their silos to see if they would be tall enough to hold the wireless infrastructure for broadband.
- They have a consultant that understands the financial model for the public/private project.

- Their engineer will figure out the design aspects, tech specs and costs and will see how they can structure this so that it does not impact the farmers.
- This is in partnership with Fresno State.
- They also received a grant for CAL OES for emergency access for fairgrounds and assessing their broadband capacity and access to close-by infrastructure.

d. Marc Nemanic and Patty Hess – 3CORE

- 3CORE applied for a USDA grant to support local businesses in financial mentoring and readiness.
- The grant was awarded and they will be able to serve populations of 50,000 and under.
- They will be working with Glenn County small businesses and Jody Samons, and they currently have three businesses they are working on with Jody now.
- They have hired a part-time person to assist with the work load, and Marc will be transitioning to part-time, working on more focused projects.
- Marc reported on the Basin Street project:
 - The original 2.5 million dollars has been matched with 1.1 million dollars, to be split between the developer and the city.
 - They have received all environmental clearances from the Army Corps of Engineers, U.S. Fish and Wildlife, and California Fish and Wildlife.
 - They have cleared all special conditions in the original grant.
 - They made a second application to Housing and Community Development to supplement some of the infra-structure money and to have additional money that could be lent to Rumiano as they expand their packaging plant.
 - They have had a discussion with EDA on the increase in construction costs, and the EDA was able to recapture some prior grants. Now they have some discretionary funds to work with.
 - Marc has applied for 1.74 million dollars, which, if approved, the city can pivot and sign off on the construction proposals and “start turning dirt”.
 - The drop-dead date is October 26th for the price guarantee from the bidders.

e. Annie Rafferty, Butte/Glenn Community College

- At Butte/Glenn Community College, Annie has a core group of five larger local employers who are dedicated to investing time for their employees to go through some development, and those classes are being held on site at the plant, at the Glenn Center or at the Skyway Center in Chico.
- At this point, the workforce training funds they are tapping into is about at 50% use of those funds, which is high performance from the Employment Training Panel.
- Why this is important to Glenn County is with Stewart Knox’s visit to this county a few months back, and support of the of the rural areas having access

to this fund which they pay into, it is important they capitalize on that investment for their employees.

- Johns Manville is working on their second apprenticeship program for industrial maintenance. They have two employees going through an electrical apprenticeship program as well.
- Annie mentioned that they are getting requests from the college side on how they are preparing people for construction work.
- At Butte College, the urgency they are experiencing is with their partners in Shasta College, who have received grant funding that is supporting them locally, allowing them to rebuild after the Carr Fire.

f. Connie Scott - Employment & Training Worker II gave an update:

- Currently, there are nine participants in the Subsidized Employment Program (SEP).
- New employers are coming on board, plus a great group of CalWORKS clients have added to the success of this program.

g. Yassi Lam – Glenn County Business Services Activities

- Yassi has been pre-screening 44 applications for a large manufacturer in Willows.
- She is also helping this company with a newly created Administrative Assistant position to support their HR team.
- She continues to prescreen applicants for a coffee house in Orland; they continue to grow and build out their staff. They have hired 3 employees since June.
- A job fair was held this morning with a staffing service out of Sacramento but the work site is in Willows. The company needs to hire ten employees for full time production work.
- Jody included Yassi and Connie in a meeting with Cal Plant. Cal Plant is not actively recruiting now, but by the second quarter of 2019, they will be hiring around ninety employees.
- Cal Plant would like Yassi to collect resumes and applications at this time.
- She is working to find Class A drivers. Talking with a local truck driving operation in Willows who struggles to find Class A drivers, she talked with the Office of Education and will discuss further the possibility of having a truck driving program in our county.
- The unemployment rate in Glenn County for July is 7%, which is down 1% from this time last year. It has been difficult to find employees for our local employers.
- On behalf of David Allee, who could not be here today, Yassi reported that the Workforce Innovation and Opportunity Act (WIOA) group met or

exceeded thirteen of their fourteen benchmarks for their performance outcomes for the fiscal year ending June 30, 2018.

h. Jody Samons - HHS Community Development Director

Jody Samons reported:

- Jody was hoping to have five businesses enrolled this year. At this time, Jody has six enrolled businesses and she is waiting for ten applications to be turned in. At this rate, it is very possible she will have twenty businesses enrolled by the end of the year.
- What she is discovering is that most of the businesses have sites, which does not create a lot of traffic for the incubator.
- She is receiving a lot of interest and positive feedback on the incubator.
- Farmers Brewing has their site plan review approved.
- The rail in Hamilton City for Crop Production Services, which is now Nutrient Ag Solutions, is scheduled to begin October 1, 2018. The public needs to be notified that there will be trains coming through the town.
- We received our trademark for our Proudly Produced logo. This project has taken over three years. Cal Plant would like to use this logo on their wrappers for their rice straw fiber board, but Jody will have to go back and apply for the logo to be used on this particular product class.
- Jody attended a meeting on VINE (Verde Innovation Network for Excellence) with Courtney and Jason from Geographic Information Center. This organization is trying to bring together a lot of agencies and resources to insure that entrepreneurs have resources.
- Jody is looking into a food accelerator or lab facility for testing of new food products.
- Besides Simplot extending their rail, Wilbur Ellis has had a conversation with her and the city of Willows on extending their rail as well. That would bring in four very large crop protection fertilizer dealers with rail access, all within a year period.
- Jody has been doing a lot of presentations to get the word out about the incubator and what we have to offer.
- She is meeting with OHBee to see how we can help them.
- North State Hulling announced they will be locating in Glenn County.
- This will bring about fifteen jobs to the county, with about twenty-five seasonal jobs as well.
- Jody and Mardy Thomas met with Cal Trans to talk about the site for North State Hulling, to see what requirements need to be met for them to site at the location on Highway 32.

- Jody showed a slide presentation of the remodeling of the Holly Sugar plant.

i. Danielle Huguenard – Community Action Housing Manager

- Danielle reported that she is focusing on housing, and is currently working on two housing grants and investigating different housing alternatives.
- HHSA Director Christine Zoppi added that as Jody is bringing more businesses into the county, Danielle will be focused on the housing issues of the county as new folks move in to work at the new businesses.

6. New Business:

a. Marketing Effort Review:

- Jody Samons announced that the Glenn Grows web site is complete, and she will be adding to it as tasks are completed.
- This coincides with the Tab that was placed in the Valley Mirror, which highlights some of the new businesses coming to our county, and a report on other newer businesses.
- Jody has a brochure on what we are doing at the Glenn Grows center, and she has a video on social media.
- Mr. Carr asked that we put the Community Choice Aggregation item on the new business section. Jody can provide a copy of it.
- Mr. Carr said this is a feasibility study that Butte County is paying for.
- They have invited Chico and the other eligible municipalities to participate in a new government agency, a JPA, to purchase electric power and retail it through PG&E's transportation and distribution network with PG&E doing the billing.
- The advantage is that you have the option to choose locally what kind of power you are going to purchase.
- There are eighteen of these aggregates in the state.
- Large Ag processors would benefit from this type of service.

7. Guest Speaker-Kristin Cooper Carter – Grant Management Associates

Kristin gave a brief background on her business experience:

- Jody has been working with Kristin on a funding matrix, to see where the opportunities are for achieving our goals.
- Kristin began by noting that Grant Management Associates started about nine years ago.

- Prior to that, she was associated with Chico State for seventeen years, and she managed all of the grants and contracts for five of the colleges at the university and the research foundation.
- She worked her way into a professorship in the department of concrete in the college of engineering.
- While there, she made a tremendous amount of contacts in the state.
- She worked with almost every state and federal funding agency.
- She was also a lobbyist in Washington, D.C. for about three years, and then started her own firm.
- Her “book of business” is around grant writing, but they get involved in the project design.
- Her firm helps clients look at opportunities to see what they need in order to qualify.
- They help bring in partners to help clients achieve their goals.
- Her firm helped the city of Redding bring in two grants of twenty million dollars each.
- They worked with El Dorado County, and brought in over one million dollars for different projects.
- One of the issues for smaller communities is the ability to provide matching funds.
- Her firm has found creative ways to acquire those matching funds.
- Her firm likes to concentrate on agriculture, water, transportation and housing.
- Kristin noted that she pre-vets a project – is everything required in the opportunity something that can be met by the client.
- She does a “key considerations” analysis to determine if they have everything they need, and they evaluate the projects to see if the client is ready to start the project.
- Their largest project was a three hundred million dollar application to HUD for Colorado for disaster resilience. It involved three counties and eighty-seven projects and took over two years to complete.
- She is currently working with Lundberg looking for funding for some of their new ideas, such as quinoa as a new crop for them.
- They get involved in transportation, such as renewable fuels, bio-chars, and the electric vehicle charging infrastructure, to name a few.
- Their website highlights the awards they have received and clients they have.
- She feels very strongly that we need more resources for the rural areas, more technical assistance and funding to help them go after funding.

- **Next Meeting Date:** November 1, 2018, at 2:00 p.m. at the Glenn County Board of Supervisors Conference Room *(CCEDC will meet 4th Thursday in February, May, August, and 1st Thursday in November)*

The meeting was adjourned at 3:10 p.m.

Contact Teresa Chavez at (530) 934-1413 or tchavez@countyofglenn.net if you have information to disseminate to the CCEDC