



At a glance (October 2007)

- **PackExpo Trade Show Attracts Food Processors and Packaging Companies**
- **Site Consultants and Developer Mission to Bay Area markets commercial and retail development opportunities**
- **Small business and entrepreneur workshop in Los Banos focuses on business planning and financing**
- **CCEDC workshop on infrastructure financing supplements Annual Meeting of California Partnership in Visalia**
<http://www.californiacv.com/pressroom.htm>
- **Target Employment Area (TEA) Calculated to Assist Determined Employee Eligibility for Enterprise Zone**
- **Twenty one contacts made; fourteen project leads generated; one site tour completed.**

Upcoming: Lt. Governor John Garamendi to Address MCEDCO Annual Meeting December 13, 2007

- Staff attended the PackExpoTrade Showing Las Vegas October 13 –16to support the CCEDC and Team California. PackExpofocuses on food processing and packaging equipment and products. Over37,000 people attend the show. MCEDCO staffs are following upon four specific leads from the show.
- MCEDCO organized another business mission to meet site location consultants and real estate investors in tandem with the City of Los Banos October 10th and 11th in San Francisco where six meeting were completed with firms in San Francisco, Palo Alto and San Jose.
- In partnership with the Alliance SBDC and the City of Los Banos MCEDCO facilitated a small business and entrepreneur ship workshop on October 9th. The event focused on preparing a business plan and examined financing options for small business. The event triggered interest from several participants interested in the Los Banos Micro enterprise program.

- The California Partnership for the San Joaquin Valley held its annual meeting in Visalia on October 4th. In addition to an overview of the Partnership strategy progress, the CCEDC conducted a workshop to discuss opportunities and alternative for funding infrastructure. (Insert Partnership link)
- MCEDCO completed and submitted an application to define the "Target Employment Area" (TEA) for the Regional Enterprise Zone of Merced County. The TEA is a primary determinant for eligibility for firms hoping to qualify for EZ benefits. The Merced County TEA includes virtually all (except four) census tracts indicating that most residents will be eligible employees in determining hiring credits.
- Twelve project leads were generated during October. One site tour was completed referred through CCEDC.