



**Board of Directors Meeting  
Monday, August 29, 2016 - 11:30 A.M.**

**Mountain Mike's Pizza**  
820 West Lacey Blvd, Hanford, CA 93230  
Pizza & Salad Bar Buffet

**Please R.S.V.P. by Friday 8/26**  
Phone (559) 585-3576 Fax (559) 585-7398

**Meeting called by:** Bill Fishbough, Chairman of the Board  
**Type of meeting:** Regular Monthly Board Meeting

**Agenda Topics**

- |     |  |                |
|-----|--|----------------|
| 1.  | <b>Call to Order</b>   | Bill Fishbough |
| 2.  | <b>Self-introductions</b>  |                |
| 3.  | <b>Chairman's Comments</b> - Appointment of the Nominating Committee   |                |
| 4.  | <b><u>Public Comment and Unscheduled Appearances</u></b><br>Any person may directly address the Board at this time on any item on the agenda, or on any other items of interest to the public, that is within the jurisdiction of the Board. Five (5) minutes are allowed each item. |                |
| 5.  | <b>Action Approval of Minutes:</b> June 27, 2016   |                |
| 6.  | <b>Action Approval of Budget/Cash Reports:</b> May, June, & EOY FY '16   | Cobi Revious   |
| 7.  | <b>Lending Activity &amp; Portfolio Report</b>   | Steve Stone    |
| 8.  | <b><u>President's Report</u></b>   | John Lehn      |
|     | <b>Action</b> A) Consider one year extension to agreement with Brown Armstrong CPA's for audit services  |                |
|     | B) Report on membership  |                |
|     | C) EDC Annual Awards   |                |
|     | D) Update on the Annual Dinner   |                |
|     | E) Economic development activities   |                |
|     | i. Economic development update   |                |
|     | ii. CCVEDC activity  |                |
| 9.  | <b>Highlights from member organizations</b>  | Fishbough      |
| 10. | <b>Public comment on agenda items</b>  |                |
| 11. | <b><u>Future Meetings</u></b><br>Next Full Board Mtg. - September 26, 2016<br>Next Executive Committee Mtg. - September 19, 2016<br>Annual Dinner - October 27, 2016 - "The 50's"  |                |
| 12. | <b>Adjourn</b>   |                |

**KINGS COUNTY ECONOMIC DEVELOPMENT CORPORATION  
BOARD OF DIRECTORS  
SPECIAL MEETING MINUTES**

**DATE & TIME:** June 27, 2016 – 11:30 a.m.  
**PLACE:** One-Stop Job Center, Hanford  
**DIRECTORS PRESENT:** Marlana Brown, Dr. Kristin Clark, Jim Gregory, Bill Hoover, David Kahn, Cam Maloy, Laurel Shockley, Davis Taylor, Rob Tuttrup, Doug Verboon  
**DIRECTORS CALL-IN:** None  
**DIRECTORS EMERITI:** None  
**DIRECTORS ABSENT:** Toni Baltierra, Randy Dodd, Dave Dieter, Bill Fishbough, Bob Lewis, Janet Long, JT Maldonado, Francisco Ramirez, Dr. Kristin Robinson, Mark Ross, Jeannette Sasser, Colby Wells  
**LEGAL COUNSEL:** Phil Maroot  
**GUESTS:** Darrel Pyle, City of Hanford  
Jason Usher, Valley Business Bank  
Glenn Bach, Pitman Farms  
Larry Spikes, County of Kings  
Kevin Mizner, COS

**KCEDC/JTO STAFF:** John Lehn, Jay Salyer, Steve Stone, and Shirley Alves.

1. **Call to Order** - Vice Chairman Rob Tuttrup called the meeting to order at 12:01 p.m. A quorum was present.
2. **Chairman's Comments** – none.
3. **Public Comment/Unscheduled Appearances** – none.
4. **Approval of Minutes:** Motion to approve the Minutes of May 31, 2016: David Kahn; Second: Jim Gregory. Vote was unanimous.
5. **Approval of Budget/Cash Reports**

John Lehn presented the Budget & Cash Report for March 31 and April 30, 2016. Motion to approve the March 31 and April 30, 2016 Budget & Cash Report: Doug Verboon; Second: David Kahn. Vote was unanimous.

6. **Lending Report**
  - A) *Lending Activity:* The Loan Administration Board did not meet in June. Loan activity has increased but no loans are ready to go to the Loan Committee at this time.
  - B) *Loan Portfolio:* The loan portfolio continues to perform well. All but one loan are current.
7. **President's Report**
  - A) *Project update: Pitman Family Farms:* John Lehn introduced Glen Bach, General Manager of Pitman Family Farms. Glen Bach presented an overview on Pitman Family Farms and its operations. Pitman Family Farms is the parent company of Mary's Free Range Chickens, Turkeys and Ducks. They purchased the granary in the Kings Industrial Park and have made a large investment to expand the facility to meet their sizeable needs.
  - B) *Discussion on membership:* John Lehn informed the Board that membership letters and pledge cards will be mailed within the week to current members and nonmembers with the various levels of membership. The quarterly luncheon was discussed as a possible avenue to market EDC membership.
  - C) *Discussion concerning board and committee membership:* Due to time constraints, no report was presented
  - D) *Solicitation for annual award winners:* John Lehn asked the Board for nominees for the three awards given at the annual dinner. The Chairman's award recognizes a Kings County business; the Partner award recognizes a financial organization, utility company, city, county, state, or federal agency, real estate firm or other entity which has significantly contributed to economic development within the Kings County region; the President's award recognizes a Kings County small business, 50 employees or less, which has actively contributed to local economic development.
  - E) *Economic development activities:*

- i. Economic development update: New projects discussed were Project Falcon. Current prospects included an industrial gas manufacturer & distributor, West Hills College Lemoore's Student Union Lemoore, Verwey-Hanford Dairy's methane digester, Tulare Lake Compost, Pitman Family Farms, Adventist Health Family Birth Center, Costco, and Quay Valley.
- ii. CCVEDC: No report at this time.

8. **Highlights from member organizations**

*City of Hanford - Darrel Pyle:* Reported receiving more than 2 thousand building permits in one fiscal year. They are closing escrow on a vacant piece of property behind Comfort Inn purchased by Family Healthcare Network in about six weeks. Buffalo Wild Wings will have their grand opening on July 4<sup>th</sup>. The roundabout is under construction at Highway 43 and East Lacey Blvd. October 27<sup>th</sup> is opening day for Costco.

*Wells Fargo Bank- Bill Hoover:* Wells Fargo had their first middle market banking group meeting last week with both John Stumpf and Tim Sloan, who are the CEO and President/Chief Operating Officer as speakers. Wells is doing well with medium-sized businesses. Also spoke about Brexit in terms of its impact on the Valley.

*County of Kings - Doug Verboon:* The County is in contract negotiations with its employees. The County is taking part in meetings concerning Amtrak with the small counties along the alignment. Doug discussed several issues concerning water. The next phase of the new jail will start soon.

*Assemblyman Salas - William Munoz:* Reported that Assemblyman Salas, the Highway Patrol, the City of Hanford Fire Department and Kings County Public Health will have a car seat safety check on July 9<sup>th</sup> from 9 am to 1 pm at the Grangeville Fire station. Also, the Governor's Office they reported that 46.7 million in California Competes funding was awarded last week; one of the companies was Hanford's Airgas, a new company preparing to locate in the Kings Industrial Park.

*West Hills College - Dr. Kristin Clark:* Reported awarding over 900 degrees and certificates last month for WHCL graduates. There were over 700 graduates.

*NAS Lemoore - Marlana Brown:* Reported being waist deep in their economic impact analysis. Final report is expected in October or November. For those who wish to attend the Base fireworks show on July 4, please talk to her after the meeting.

9. Public Comment: none.

10. Meeting adjourned at 1:08 p.m.