
**Final Report for CA RBDG Grant on all 5 Tasks Covering
July 1, 2019 through Oct. 12, 2020**

Task 1: Identify and analyze business opportunities (biomass feedstocks, suppliers & service providers, access to capital, workforce training)

This Task was considered the most essential to the project, in that all other Tasks were dependent on having the geospatial inventory of (1) biomass feedstock resources in the region, and (2) those companies that could provide ancillary services in support of the bioeconomy cluster, especially those that would secure and process biomass feedstock inventories. We have incorporated all publicly available data into the various layers of an Environmental Sciences Research Institute (ESRI) GIS database in the ArcGIS Pro version. Each layer is properly identified as to data source, data timeframe, and credit to organizations and individuals that have provided the data. This geospatial database is available in two formats:

A publicly-available exploratory version is available on a website

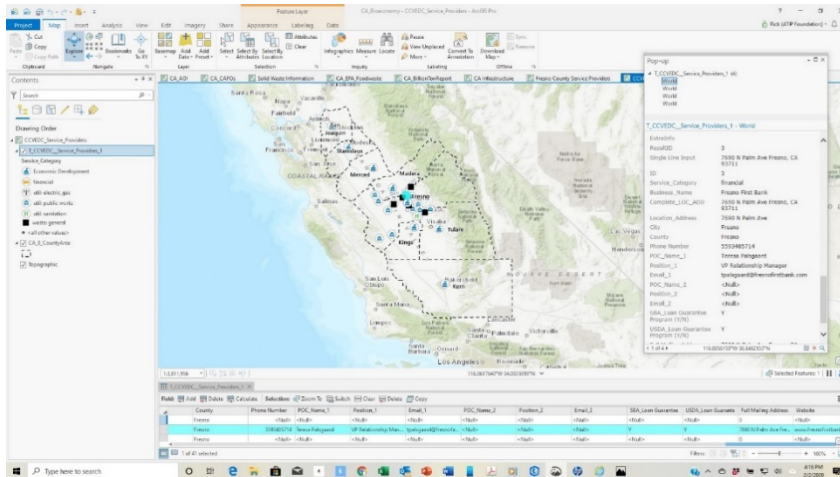
<https://arcgis.com/apps/webappviewer/index.html?id=ca5799270e4b4fe68ef7c57fcd1d861c>

- (1) This is accessible to anyone having this URL link; our intention is to make this widely available. This web map allows users to become familiar with GIS data layers which they can view and probe/mine the underlying attribute tables of each layer for specific data on each entry (e.g., manure production, food waste, municipal solid waste, sewage sludge, and service providers to the region in the financial, educational, workforce, economic development, local & state government sectors.
- (2) The most robust detailed and data-analysis-ready version is available only through the ATIP Foundation. Containing all information that is in the public website database, this version also includes more data on contact information for biofeedstock providers and corporations that intend to process these feedstocks. In many cases these data are deemed business confidential, thus, specific information has been withheld from the public version of the database. More importantly, for corporations desiring to develop strategic positions in this region to process biomass and produce bioenergy and valuable co-products, the ATIP Foundation will use this database interactively with corporations under contract with the Foundation to evaluate optimal locations for accessing biomass and delivering product and co-products at least economic expense; additional services offer access to local/state/and federal connections necessary to obtain permits for operation, strategic planning on fiscal resource acquisition, as well as access to several economic development organizations in the region that can facilitate all local arrangements as well as local political support.

**Task 2: Document economic development organizations in the region and assess their programs and activities;
(100% complete)**

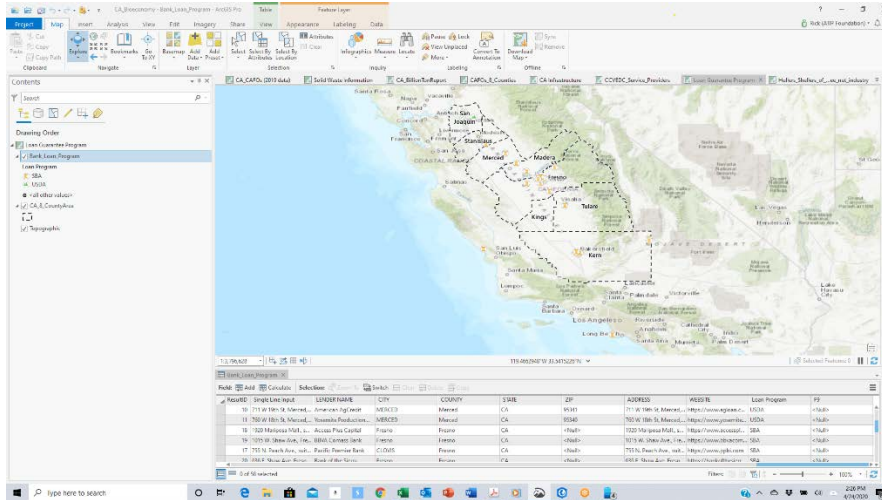
We began by engaging the 8 Economic Development Corporations in the San Joaquin Valley; (1) conducting individual assessments of their capabilities and knowledge; and (2) identification of their School Districts, Community colleges, financial services institutions, and suppliers & services providers

We established a standing monthly conference call with the California Central Valley Economic Development Corporation and, the 8 county Economic Development Corporations in the San Joaquin Valley. We obtained individual assessments of their capabilities, and compiled information on biotechnology-related programs in the Central Valley, as well as biotechnology courses offered throughout the universities and community colleges.



Shown are the 8 county offices of the California Central Valley Economic Development Corporation (CCVEDC). Highlighted on the map, and in the attribute table below it, is information on Fresno First Bank. Note data point box overlaying map showing address, POC name, position, and phone number for contacting this institution. Note also they are participants in both the SBA and USDA loan guarantee / revolving fund programs.

We conducted individual demonstrations and assessments with the EDCs.



Working with the EDCs, we created a document titled “Advancing the Bioeconomy in California -- A Strategic Approach for Rural Economic Development v4.17.2020.pdf” which was approved by all 8 EDCs. (See Task 4 below.) This document serves to guide the region in moving forward.

Task 3: Identify prospective bioeconomy-related businesses and assess interest in evaluating opportunities in the San Joaquin Valley region of California (100% complete)

The primary focus of this task was to identify prospective bioeconomy related businesses and to assess their interest in evaluating opportunities in the San Joaquin Valley region of California.

Our accomplishments include the following.

- We have actively engaged the 8 economic development organizations throughout the year with monthly standing conference calls.
- We have actively cultivated business interest in the Initiative and the region during the past year. We did so at several national conferences and events pre-COVID-19; we have done so virtually since. The result is a data base of # companies that have indicated they intend to (1) establish a business, locate a business or relocate their business in the next three years, and (2) will consider the region we are working in, in California, as a possible site.
- We have established a formal management system, defining how we will manage prospects, moving them from Suspects to Prospects to Clients to Projects to Finalists. The System includes co-management with the Economic Development Corporations (EDCs); a definitive set of services we provide in support; and a formatted approach for vetting Prospects, providing formal reports to our EDCs and their communities.

To date, we have secured 3 formal commitments.

Of the remaining # prospects;

- 1 are finalists
- 2 are Projects
- 13 are Clients
- 11 are Prospects
- 28 are Suspects

See attached “CA RBDG ATIP Status of Corporate Interest.xlsx” for details. Note that these data have been limited appropriately to avoid any confidentiality issues with companies, should this document be obtained by anyone under FOIA or FOIA-like authority.

**Task 4: Assist Economic Development Corporations and county and/or regional Community Economic Development Planning
(100% complete)**

The primary purpose of this Task was to assist the Economic Development Corporations to establish a regional plan for the Bioeconomy.

Our accomplishments include the following:

Assist Economic Development Corporations and county and/or regional Community Economic Development Planning

We initially launched Community Planning with the leadership of the 8 Economic Development Corporations (EDC).

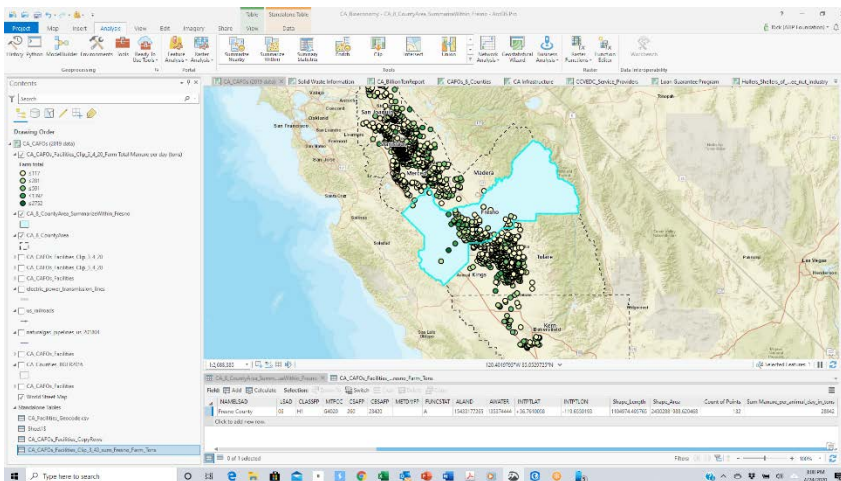
The process included one-on-one briefings to show the GIS databases with each of the EDCs. We also reached out to educational institutions in the region while the 8 EDCs engaged their city and county elected officials.

We assessed biomass inventories and service providers, while the EDCs briefed community leaders and regional planners

We also orchestrated commodity association briefings to provide technical education and outreach as well as to gauge interest in formalizing partnerships directed toward educating members on learning about new technologies. We engaged feedstock providers to connect them with potential technology providers, and in turn, connect technology providers to the appropriate EDCs.

We engaged with the EDCs on using the GIS database to assist their efforts with specific (and confidential) companies they were recruiting to the area. For example, below is an

analysis on available animal waste products within Fresno County. Attribute table below map indicates there are 132 operations in Fresno County producing 28,942 tons of manure per day.



In partnership with our 8 Economic Development Corporation Partners, we completed the processes required to develop a regional economic development approach, in the San Joaquin Valley. The process resulted in the completion of a document, entitled “Advancing the Bioeconomy in California: A Strategic Approach for Rural Economic Development”, which has been adopted by all 8 economic development corporations.

The final document is included with our report as an attachment (Advancing the Bioeconomy in California -- A Strategic Approach for Rural Economic Development v4.17.2020.pdf).

Task 5: Provide technical assistance to support centers for training, technology and trade (100% complete)

The primary purpose of this task was to provide technical assistance to support centers within the region for training, technology and trade.

Our accomplishments include the following.

We initially engaged Christine Nieto, the California Director for ACT, the national leader in assessments and testing tools; Chris Klein, CEO of Klein Educational Systems, who represents most of the nation’s industry certifications providers and training and educational training equipment and devices; Rebecca Bettencourt, Sr Program Manager, Corporate Workforce, Planning & Education, E&J Gallo Wine; Joy Soares, Tulare County Office of Education; and Kris Costa, Dean, Career & Technical Education, West Hills College

Lemoore as a Steering Committee to help guide and direct our outreach to public education, higher education, and the public workforce system.

We briefed and secured support from Glenda Humiston, VP, Agriculture at the University of California System; Stewart Knox, California Workforce System; Deana Carrillo, Executive Director, California Alternative Energy and Advanced Transportation Financing Authority, to seek their perspective.

I presented at the “Educating for Careers: Changing the Narrative: CTE for ALL” Conference February 27, put on by the California Career Pathways Consortium and the California Partnership Academies, providing an overview of the workforce needed.

We have conducted outreach to public education, community Colleges, and local workforce boards to provide awareness, information and knowledge of the Bioeconomy; discuss the role they can play in developing the workforce needed to support the growth of the Bioeconomy; provide specific information on the types of training needed, to include nationally recognized industry certifications; access to our GIS Database, that can be utilized to provide Career Awareness Programs; and are assisting 2 Pilot Projects that will serve as examples of the types of training facilities and training needed in the region.

We are working with West Hills College Lemoore to establish a Model Pilot Project that will (1) develop curriculum to support career awareness programs for use by public education, as a component of a rigorous pathway from middle school to an Associate Degree; (2) create faculty Externships; (3) develop non-credit curriculum to place adult learners in the talent pipeline, working with the local workforce board; (4) create the nation’s first bioeconomy registered apprenticeship program; and (5) develop a Bioeconomy Training Center on their campus for regional employers to upskill the existing workforce.

We have also assisted the College in grant applications to the US Departments of Agriculture and Labor.

We are working with the South Valley Industrial Collaborative (SVIC), participating in and supporting their feasibility study, focused on establishing an industry driven and led training facility in the Central Valley.

The SVIC is comprised of Industry members, as well as economic development organizations, associations, and workforce boards.

We are committed to making a presentation to the SVIC Annual Industrial Summit on November 13.

By my signature, I attest to the work accomplished.

Respectfully submitted,



Wes Jurey, President & CEO

ATIP Foundation

Attachments:

CA Compilation of ATIP RBDG No. 04-039-452803441 Project Performance Activity Reports
10.26.20.pdf

Advancing the Bioeconomy in California -- A Strategic Approach for Rural Economic
Development v4.17.2020.pdf

CA RBDG ATIP Status of Corporate Interest.xls