



# Chairman's Report

## *Third Quarter Achievements*

For the Fiscal Year  
July 1, 2004 – June 30, 2005

*Presented at the EDAB Spring Membership Meeting*

*May 13, 2005*



# ACCOMPLISHMENTS

## Business Development

- ← Served 158 businesses seeking assistance with expansion plans, site search and information on the East Bay
- ← Directed 110 business development leads to member cities
- ← Sent IDB mailer to 650 local manufacturers
  - Three IDB projects totaling \$13.8 million processed to retain and create 379 jobs



# ACCOMPLISHMENTS

## Business Promotion

- ← Prepared statewide cooperative business marketing and advertising plan to attract business & investment
- ← Coordinated East Bay's advertising campaign to promote the region as a biotech industry hub
- ← Sent promotional mailers to 500 real estate CoreNET facility managers and "Business Resource Guides" to domestic and international business prospects



# ACCOMPLISHMENTS

## Supporting Member Cities

- ← Completed special studies and provided technical assistance to enhance business development efforts
- ← Assisted cities in updating their economic development strategic plans
- ← Prepared quarterly industry reports to improve targeting of business retention and attraction efforts



# ACCOMPLISHMENTS

## Workforce Preparation & Training

- ← Promoted changes to East Bay's training system to meet employer job requirements
- ← Improved linkage to training resources to strengthen local businesses
- ← Improved access of residents to job opportunities through "Vender First Source" program



# ACCOMPLISHMENTS

## Sustaining Economic Vitality

- ← Jobs/Housing Coalition established to promote efforts by local government to meet regional housing needs requirements
- ← Completed “Goods Movement Study” and co-sponsored Northern California Faster Freight/Clean Air summit



# ACCOMPLISHMENTS

## Reports and Special Events

- ← Prepared East Bay Indicators 2004 report benchmarking economic, environmental and educational performance
- ← Prepared economic updates and quarterly forecasts for 2,000 business and governmental leaders
- ← Alerted members to the issues of greatest importance through quarterly meetings and co-sponsored events

# EDAB Spring Membership Meeting

***May 13, 2005***

Economic  
Development  
Alliance for  
Business



*Building Businesses, Resources & Quality Jobs*