

Central Valley AgPlus Food and Beverage Manufacturing Partnership

Implementation Strategy Parties

Consortium Members and Partners

The AgPlus Consortium has a wide cross-section of partners, including private sector, higher education, government entities, economic development and other community groups, as well as state agency partners. Our Consortium members have all submitted letters of commitment expressing their intention to be members of the Consortium and contribute to specific tasks and activities. They also articulated their current investments in Central Valley manufacturing ecosystem and their contributions for the Implementation Strategy is the IMCP designation is awarded.

There are 25 committed members of the Consortium and 23 supporters who will be active members of the Consortium. All told the current investment in the manufacturing ecosystem are \$149,878,860 and the commitments for the Implementation Strategy are \$5,987,900.

Their roles and responsibilities are described in their letters and in the Implementation Strategy. The list of Consortium members is attached along with the list of support partners.

Governance Structure of the Consortium

The organizational chart on the following page presents how the governance of the Consortium will function. The four applicants, with California State University as Lead Co-Applicant, is the submitting organization. The other three Co-Applicants are California State University, Chico, Tuolumne County Economic Development Authority, and Valley Vision. Their partnership agreement and roles and responsibilities to the Consortium and within their respective regions are described in the Memorandum of Agreement attached following the organizational chart.

Capacity to Carry Out Implementation Strategy

Our four lead partners have strong leadership capacity demonstrated through leadership in similar efforts in the past, including regional collaboration efforts and funding with federal government agencies and many other funders.

Office of Community and Economic Development at Fresno State (OCED): will serve as Point of Contact and coordinator of Central Valley AgPlus Manufacturing Community and ensure that there is synchronization and progress on metrics across the 4 sub-region, OCED's Executive Director will serve on the leadership Team, while staff will participate in the Advisory Council and Grant Review Subcommittees. OCED has extensive experience in successfully organizing and coordinating regional initiatives; since 2005 as the Secretariat of the California Partnership for the San Joaquin Valley. OCED will be responsible for connecting assets, partners and employers from the San Joaquin Valley to the project, specifically those relevant to the 6 element areas. OCED will lead coordination of Implementation Strategy activities and 5 investment projects located in the San Joaquin Valley.

Center for Economic Development at Chico State (CED): will connect assets, partners and employers from North State to the project, specifically those relevant to the 6 element areas. CED will ensure there is synchronization and progress on metrics across North State. CED's Executive Director will serve on Leadership Team, while staff will participate in the Advisory Council and Grant Review Subcommittees.

CED will lead coordination of Implementation Strategy activities located in the North State, and will actively participate in the implementation of the California Finance Consortium, ChicoStart and workforce investment projects.

Tuolumne County Economic Development Authority (TCEDA): is responsible for connecting assets, partners and employers from the Central Sierra to the project, specifically those relevant to the 6 element areas. As the manager of the Central Sierra EDD, TCEDA will ensure there is synchronization and progress on metrics across the Central Sierra. TCEDA's Executive Director will serve on the Leadership Team, while staff will participate in the Advisory Council and Grant Review Subcommittees. TCEDA will lead coordination of Implementation Strategy activities located in the Central Sierra, and will implement the rural commercial kitchen incubator network investment project.

Valley Vision (VV): is responsible for connecting assets, partners and employers from the Capital Region to the project, specifically those relevant to the 6 element areas. As manager of Next Economy, will work closely with the region's major economic development organizations and their networks to ensure there is synchronization and progress on metrics across the Capital Region. VV's Executive Director will serve on the Leadership Team, while staff will participate in the Advisory Council and Grant Review Subcommittees. VV will lead coordination of Implementation Strategy activities located in the Capital Region, and will play an active role in the implementation of the RUCS and workforce investment projects.



Consortium Organizational Structure

AgPlus Executive Committee

- California State University, Fresno
- California State University, Chico
- Tuolumne County Economic Development Authority
- Valley Vision



AgPlus Steering Committee

- Executive Committee
- Pillar Work Groups:
 1. Workforce and Training
 2. Supplier Networks
 3. Research and Innovation
 4. Infrastructure/Site Development
 5. Trade and International Investment
 6. Operational Improvement and Capital Access

Pillar #1: Workforce and Training

Strategy #1: K-16 Food and Beverage Manufacturing Career Pathways Leads:

- Next-Ed
- Center for Land-Based Learning

Strategy #2: Community College-Industry Curriculum and Training Alignment Leads:

- West Hills Community College District
- Mother Lode/Central Region Consortium
- North/Far North Regional Consortium

Partners

Pillar #2: Supplier Networks

Strategy #3: Supplier Mapping and Match-Making Leads:

- Co-Applicants

Partners

Pillar #4: Infrastructure/ Site Development

Strategy #6: Rural-Urban Connections Strategy (RUCS) Planning Tools Leads:

- Sacramento Area Council of Governments (SACOG)

Partners

Pillar #3: Research and Innovation

Strategy #4: Central Valley AgPlus Research Partnership Leads:

- UC Davis World Food Center
- International Center for Water Technology at Fresno State
- UC Merced Research Institute

Strategy #5: Central Valley Innovation Hub (iHub) Network Leads:

- Northeastern California SBDC Regional Network (NEC SBDC)
- UC Merced SBDC Regional Network

Partners

Pillar #5: Trade and International Investment

Strategy #7: Central Valley Export Training Program Leads:

- Centers for International Trade Development (CITDs)
- CalAsian Chamber of Commerce
- Northern California World Trade Center

Partners

Pillar #6: Operational Improvement and Capital Access

Strategy #8: Regional Finance Fund (Fund of Funds) Leads:

- Valley Vision
- Fresno Community Development Financial Institution (Fresno CDFI)
- 3Corp

Partners

MEMORANDUM OF UNDERSTANDING

BY AND BETWEEN

THE CENTRAL VALLEY AGPLUS FOOD AND BEVERAGE MANUFACTURING CONSORTIUM
IMPLEMENTATION STRATEGY PARTIES:

CALIFORNIA STATE UNIVERSITY, FRESNO
CALIFORNIA STATE UNIVERSITY, CHICO
TUOLUMNE COUNTY ECONOMIC DEVELOPMENT AUTHORITY
VAWYVISION

I. PURPOSE

This MEMORANDUM OF UNDERSTANDING (MOU) establishes the framework for the Central Valley AgPlus Food and Beverage Manufacturing Consortium (AgPlus Consortium) as an Investment & Manufacturing Communities Partnership (IMCP), designated by the U. S. Department of Commerce Economic Development Administration, for implementation of the AgPlus Strategy by the Implementation Strategy Parties. Implementation Strategy Parties are: California State University, Fresno as the Lead Co-Applicant, and Co-Applicants California State University, Chico, Tuolumne County Economic Development Authority, acting on behalf of the Central Sierra Economic Development District, and Valley Vision, a nonprofit headquartered in Sacramento, California, known individually as a "Party" or collectively as the "Parties."

II. RECITALS

WHEREAS, the Central Valley of California, comprised of four sub-regions with 28 counties, constitutes a vibrant and geographically connected manufacturing ecosystem for the food and beverage processing KTS (manufacturing and supply chains), with more than 1,600 businesses.

WHEREAS, it is widely recognized that production agriculture has been the Central Valley's economic mainstay and competitive advantage in the global economy, with \$40.7 billion in farm gate value in 2013. The region has greater farm gate value than any other U.S. state (with the exception of California) and exported \$11 billion worth of agricultural commodities to foreign markets in 2011, assisting to reach national export goals. Value-added food and beverage manufacturing and the associated supply chain is the Central Valley's major growth opportunity.

WHEREAS, increasing the amount of value-added manufacturing that occurs within the region will help reduce the amount of dollars and jobs that leak into other countries, primarily those along the Pacific Rim trade corridor. The region also is uniquely positioned to be a global center of innovation, by capitalizing on water, energy and waste reduction technologies being developed and applied in the Central Valley. These technologies are making food and beverage manufacturing technologies more productive, cost-efficient and sustainable, an immediate need in the short-term due to ongoing drought conditions and in the long-term to address climate change impacts and global resource scarcities.

WHEREAS, collaborative and strategic investments in the Central Valley manufacturing ecosystem will assist the region in mitigating chronic and persistent poverty and unemployment - where rates are higher than the state and the nation - by creating a globally competitive environment that will attract,

retain and expand Investments In and accelerate the growth of food and beverage manufacturing and associated supply chains. The IMCP deslgnation will enable the CentralValley to create good-paying jobs and career pathways while expanding the nation's manufacturlnB and exporting value.

NOW THEREFORE, it is agreed that this MOU confirms the commitment of the Parties to cooperate as follows:

III. COMMITMENTS OF THE IMPLEMENTATION STRATEGY PARTIES TO THE CENTRAV AILEY AGPIUS FOOD AND BEVERAGE MANUFACTURING CONSORTIUM

The Implementation Strategy Parties represent the four sub-regions of the California Central Valley for the purposes of the ABPIus Consortium. California State University, Fresno, the Lead Co-Applicant, represents the San Joaquin Valley sub-region; Co-Applicant California State University, Chico represents the North State sub-region; Co-Applicant Tuolumne County Economic Development Authority, acting on behalf of the CentralSierra Economic Development District, represents the CentralSierra sub-region; and Co-Applicant Valley Vision represents the Sacramento sub-region. The Implementation Strategy Parties, collectively or Individually, as appropriate, will:

1. Serve •• members of the Executive Committee of the CentralValley ABPIus Food and Beverage Manufacturing Consortium (ABPIus Con50rtlum).
2. Provide staffing and resources, as defined In each party's letter of commitment, to lead overall Implementation of the AgPIus Strategy and to serve as the lead coordinating party In their respective sub-regions.
3. Coordinate, conduct and/or support regular meetings of the AgPIus Consortium Steering Committee and Pillar Working Groups, and Integrate the activities of the Working Groups.
4. Collaborate with key partners, businesses and stakeholders on AgPIus Strategy implementation, Including projects meriting support for IMCP funding proposals.
5. Facilitate development of new partnerships between organizations and networks across and within the sub-regions of the CentralValley.
6. Coordinate with federal, state, regional, industry, philanthropic and other organizations to leverage and assist In bringing additional resources and capacity assistance to the CentralValley; facilitate removal of Implementation barriers; and communicate the progress of the ABPIus Strategy Implementation, speaking as a unified wice on behalf of the AgPIus Consortium.
- 7, Provide Information and communications about AgPIus Strategy implementation; partnership opportunities; federal, state and other resources, including funding, technical assistance, policy Initiatives; and progress on ABPIus Strategy implementation to external stakeholders.
8. Develop project proposals to IMCP federal agencies.
9. Document outcomes of AgPIus Strategy implementation and track progress on Identified metrics of the manufacturing ecosystem Pillars.
10. Participate in nationaiiMCP network activities as required.

In addition, the Lead Co-Applicant will serve as the designated point of contact with the Economic Development Administration.

IV. TERM OF MOU

Cooperation under this MOU will commence as of the date of execution of all parties, and shall remain in effect for at least two years or until all Parties agree to amend or terminate this MOU.

V. GENERAL TERMS

1. This MOU may only be amended by mutual written agreement of the Parties Involved.
2. Modifications which do not make fundamental changes to the central provisions of the MOU may be signed by an appropriate official by designation or delegation. The Co-Applicant signatory official will notify the Lead Co-Applicant.
3. Any Party may exit the MOU upon written notice to the other Parties, in which case said exit shall be effective no sooner than 30 days after the date of that notice, except as required by law.
4. The termination of this MOU shall take effect 30 days after the written notice from two or more parties, except as required by law.

VI. CONTACT PERSONS

The primary points of contact for administrative matters pertaining to this MOU are:

- A. Lead Co-Applicant: Office of Community and Economic Development, California State University, Fresno
Name: Michael Dozier
Title: Executive Director
Phone: (559) 278-fJ727
Email: mdozier@csufresno.edu
Address: 5010 N. Woodrow Avenue, Suite 200, Fresno, CA. 93740
- B. Co-Applicant: Center for Economic Development, California State University, Chico
Name: Dan Ripke
Title: Director
Phone: (530) 898-3861
Email: dripke@csuchlco.edu
Address: 35 Main Street, Chico, CA. 95929
- C. Co-Applicant: Tuolumne County Economic Development Authority
Name: Larry Cope
Title: Director of Economic Development
Phone: (209) 989-4058
Email: larry.cope@tceda.net
Address: 99 North Washington Street, Sonora, CA. 95370

D. Co-Applicant: Valley Vision
Name: Trish Kelly
Title: senior Vice President
Phone: (916) 325-1630
Email: trish.kelly@lcomcast.net
Address: 2320 Broadway, Sacramento, CA. 95818

VII. APPROVALS

NOW THEREFORE, the Parties hereto consent to the provisions of this MOU as signatories:

A handwritten signature in black ink, appearing to read 'TKelly', followed by a period.