### **Pedretti Sports Complex**

"The Pedretti Sports Complex is a massive economic driver for Turlock...Teams come for the tournaments, but while they're here, they visit and shop historic downtown Turlock, Monte Vista Crossings shopping center, as well as enjoy the plethora of diverse restaurants we have within our City"

# ECONOMIC DEVELOPMENT



Monthly Report - March and April 2024



### March and April 2024 Business Retention & Expansion Efforts

During the months of March and April 2024, the City economic development team completed 32 business retention visits.

Upon meeting with local businesses, the most common needs identified were the desire for more business workshops, more information on access to funding, and more resources related to employee recruitment resources.



Businesses met with in March and April 2024



Meetings on Calendar for May 2024

### Types of Businesses Met with in March and April 2024:

- Business Services
- Construction
- Education
- Entrepreneurs/Startup
- Manufacturing

- Real Estate
- Restaurant
- Research & Development
- Retail
- Workforce Development

### **Common Needs**

- Business Workshops
- Access to Funding Opportunities
- Recruiting Resources





### MARCH AND APRIL 2024 NEW BUSINESS LICENSES

### **40 New Business Licenses**

- 369 PRINT SHOP
- ADDL LOC HERITAGE HOME FURNISHINGS LLC
- ADDL LOC-HUY N DAO D O INC A
   PROFESSIONAL CORP
- APEX POWER WASHING
- ASCENDING BEAUTY
- BELLE GENTLE LLC DBA NC AESTHETICS
- BETSY SWANSON SERVICES
- BIRRIERIA FERNANDEZ #2
- CARLSON RENOVATION AND REPAIRS
- CHRISTIANNE SMITH
- EL MENU DE LUPITA
- ELITE AUTO BROKERS AND SALES
- ESTHETICS BY RAJ
- FINISH GRADE INDUSTRIES LLC
- HAULING LOGISTICS
- I CAN SWIM
- J F MASSAGE LLC
- JLH LAWN CARE
- KARMEN BEAUTY
- LANIGAN CONSULTING
- LOS 3 COMPITAS LAWN CARRE SERVICE
- LOURDES' CLEANING SERVICES
- LULA'S POPUSAS Y ANTOJITAS LLC

- NURSE NEXT DOOR
- NYAH JANE
- PANDA EXPRESS INC
- PJ COUNSAULT MARKETING
- POSITIVE LIFE SOLUTIONS
- ROB THEE BARBER
- SPENCER TAX AND IMMIGRATION SERVICES
- TACOS EL PRIMO
- TAQUITOS EL GORDITO CATERING
- TASTE OF GRACE
- TC THE CLEANING COMPANY
- THE BEACHCOMBER
- THE CLEAN LINEN
- THE PINK DOOR
- THE RICE CORNER
- TRES JEFEZ
- TURLOCK HEALTH CENTER



## PAGE 2





HUMMUS REPUBLIC



### TURLOCK BUSINESSES IN THE NEWS





**Turlock Journal** 

In Farsi, which is the Persian language, the term "patogh" refers to a place of gathering. It's exactly what Janin and Eden Isaac and their famil... See more



turlockiournal.com A taste of the Mediterranean at Patogh Restaurant



Turlock's 2nd Panda Express officially opened in April 2024. Located at 151 W. Canal Drive, the new Turlock Panda Express provides inside dining, outdoor seating, and a drive-thru experience for customers.

family owned restaurant, Local, Patogh Restaurant (130 W. Monte Vista) was featured in the Turlock Journal as well as the City Economic Development Facebook page.

Covenant Care Home Health and Hospice was also featured in the Turlock Journal. Covenant Care was presented a \$26,000 check in from proceeds, the inaugural Grand Oak/Covenant Hospice Crab Feed.



**Turlock Journal** 3d · 🕥

Covenant Care Home Health and Hospice in Turlock was presented a check for more than \$26,000 on Thursday, the proceeds from the inaugural Grand Oak/Covenant Care Hospice Crab Feed.



turlockjournal.com Covenant Care benefits from inaugural crab feed





County Pool

**County Sharing** 

Administration

**Total Sales Tax** 

State Pool

Subtotal

### TURLOCK QUARTERLY SALES TAX UPDATE

PAGE 4

5.3%

-15.5%

25.1%

-7.5%

-2.2%

#### **City of Turlock** 2023Q4 Sales Tax Update Annualized Change in Sales Tax Cash Receipts 30.0% 24.0% 18.0% 12.0% 6.0% 0.0% -6.0% -12.0% MAR 19 MAR 20 111/20 1UN'19 DEC'18 SEP 20 JUN'21 .22 22 22 2 ~? nº Ŷ 2 .22 $\sqrt{2}$ $\sqrt{2}$ ŝ MAR SEP Jun Jun Sep Sep Way Dec Oec Turlock California Stanislaus Countywide Sales Tax Cash Basis Performance Sales Tax Revenue on a Cash Basis Stanislaus County 2023Q4 2022Q4 % Change General Retail 2,713,793 1,980,700 37.0% % Change Food Products 739,909 802,952 -7.9% 1.6% Ceres Transportation 870,681 857,179 -8.8% 261,699 495,235 -47.2% Modesto -12.0% Construction -13.7% Business To Business 468,426 542,993 Newman 23.4% Miscellaneous 156,960 44,049 256.3% Oakdale 0.5% Gross 1% 5,211,468 4,723,108 10.3% Patterson 34.4% Riverbank -11.0% 804,320 992,203 -18.9% Turlock

19.0%

-5.3%

3.0%

-30.3%

5.3%

2,106

(285, 871)

(43,868)

664,571

5,387,678

2,506

(300, 915)

(42,536)

463,375

5,674,844

Waterford

Countywide

Stanislaus County

Hughson





### TURLOCK QUARTERLY SALES TAX UPDATE

#### **General Overview**

California sales tax receipts decreased by 2.6% over the same quarter from last year, with Northern California reporting a 2.8% decrease compared to a 2.5% decrease for Southern California. Sales tax receipts for the City of Turlock increased by 5.3% over the same period.

**Economic Activity:** Real Gross Domestic Product (GDP) increased at an annual rate of 3.2% in the fourth quarter of 2023. U.S. inflation decreased to 3.1% in December of 2023 compared to 8.1% the same month a year ago. California's headline inflation decreased to 3.5% year over year as of December of 2023. (DIR, BEA, BLS, February Finance Bulletin)

**Employment:** The U.S. unemployment rate decreased slightly to 3.7% in December of 2023. California's unemployment rate increased slightly to 5.1% in December of 2023, 1.0 percentage point higher than November of 2022 rate of 4.1%. (BLS, February Finance Bulletin)

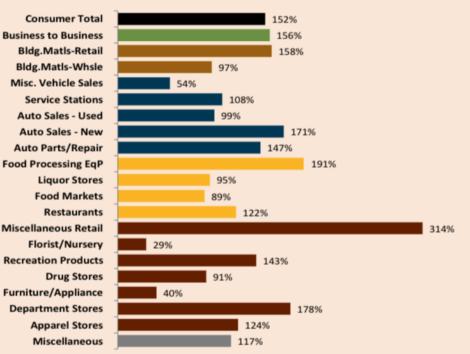
Personal Income: U.S. personal income increased by 4.6% for the fourth quarter of 2023, compared to same quarter previous year. Compensation of employees increased by 6.1% while personal current taxes decreased by 10.5% from the previous period, resulting in a net gain of 7.0% in disposable income. The increase of disposable income generated a 31.6% increase in US personal savings for the fourth quarter of 2023, compared to same quarter previous year. (BEA)

#### Quarterly Business Activity Performance Analysis

2023Q4 Taxable Sales	\$ 531.0	million
2022Q4 Taxable Sales	\$ 454.4	million
Percent Change		16.8%



#### 4th Quarter 2023 Sales Tax & Capture Gap Analysis Report STANISLAUS COUNTY REGION



#### Top 25 Sales & Use Tax Generators

The list is alphabetical and is based on sales from January, 2023 through December 2023. These twenty five businesses generate 59.3% of Turlock's Sales and Use Tax Revenue.

AMAZON.COM - EC AMAZON.COM SERVICES - EC ARCO AM/PM MINI MARTS BONANDER PONTIAC/BUICK/GMC CHEVRON SERVICE STATIONS COSTCO WHOLESALE DICK'S SPORTING GOODS FIRE HOUSE COOPERATIVE - MMD GARTON FORD TRACTOR HOME DEPOT INDPT. ELECTRIC SUPPLY JOE M.GOMES AND SONS KOHL'S DEPARTMENT STORES LOWE'S HOME CENTERS MCDONALD'S RESTAURANTS N & S TURLOCK ROSS STORES SAFEWAY SERVICE STATIONS SMITH CHEVROLET TARGET STORES TJ MAXX TURLOCK CRYSLR DDGE JEEP RAM UNITED RENTALS VALERO SERVICE STATIONS WAL MART STORES



#### TRENDING ECONOMIC NEWS

# BEYOND TRANSACTIONS

#### Creating destination stores for lasting connections.

By Jaime Bettencourt



The meteoric rise of e-commerce has forced traditional brick-and-mortar retail to reckon with a new reality: physical stores must provide immersive in-store experiences. Retailers failing to integrate digital channels and offer the best of online shopping offline will struggle to stay competitive in this omnichannel environment.

Jaime Bettencourt, Mood Media

Major brands have learned the hard way that simply having a physical location won't suffice, with some closing

hundreds of underperforming stores because they weren't offering customers experiences beyond mere product displays and fitting rooms. Today's stores focus on brand image, making every shopper feel like they're visiting a tourist destination. How? By transforming their physical stores into truly immersive, experiential retail spaces.

The future of retail depends on harmonizing the convenience of e-commerce with the emotional power of physical experiences. Stores must move beyond lifeless product displays into imaginative havens centered on sensory engagement, service and community.

#### EXPERIENTIAL RETAIL REVOLUTION

Retail giants are investing heavily in expansive interactive spaces, innovative technologies and hospitality services designed to inspire. About two in five retail companies ranked immersive experiences as a top investment priority, and 93 percent will "probably" or "definitely" do so in the next three years.

Creativity and human-centric technology — like interactive displays, experiential audio and scent marketing — are the differentiators driving loyalty and brick-and-mortar success. And the demand for these immersive elements is skyrocketing: 72 percent of consumers still shop in physical stores weekly.

With nearly 3 million retail trade businesses in the U.S. alone, brick-and-mortar remains vital for many brands, with 57.6 percent of retailers generating over half their revenue from in-store sales. Leading retailers are committed to creating destination stores going beyond simple transactions and building lasting connections. In this pursuit, retailers are reimagining in-store experiences:

- Digital innovations bring online conveniences into physical stores, such as virtual browsing apps and intelligent fitting rooms.
- Hospitality services include in-store coffee shops and beauty salons.
- · Streamlined layouts now feature larger communal areas.

The consumer journey has evolved from just buying products. Leading retailers are laser-focused on creating destination stores that build brand love.

#### KEY TRENDS FUELING THE REVOLUTION

Cutting-edge technologies offer exciting possibilities for engaging multiple senses and enhancing interactivity, opening up new frontiers in personalization. For instance, interactive displays help customers learn more about products and provide video demonstrations. Beacon technology offers personalized recommendations as customers move through the store. In addition, smart fitting rooms enable shoppers to request different sizes/styles with a simple tap on a screen. These innovations blend the convenience of e-commerce with a unique in-store twist, enriching the overall shopping journey.

Retailers collaborate with technology partners to implement innovative digital signage solutions to enhance the in-store retail experience. For example, we recently worked with Kendra Scott's store design team to develop an immersive LED Visual Solution Wall. Seamlessly integrated into the store's aesthetic, it showcases dynamic digital content highlighting the brand's collections and story. We also designed visual digital solutions for the iconic Color Bar area. Such digital signage elevates the overall atmosphere of the store, engaging customers and reinforcing Kendra Scott's brand identity.

The right technology can take brand experiences to the next level, but human-centric experiences remain vital. Our In-Store Customer Trends Data Report reports:



#### TRENDING ECONOMIC NEWS

- Over half of customers appreciate tangibly connecting with products.
- Music drives mood and can elicit happiness from 55 percent of shoppers.
- The right ambient scent enhances the experience of 85 percent of customers.
- Nearly 75 percent of shoppers love interactive screens, and 69 percent are impressed by in-store video walls.

These physical engagements make brands memorable. Balancing high-tech immersion with high-touch customer service is key. Customers want tech-powered experiences and exceptional service.

#### **OVERCOMING EXPERIENTIAL CHALLENGES**

Adapting to evolving consumer expectations is the top challenge for 42 percent of retailers. The modern customer seeks a shopping journey that blends engagement and convenience, requiring stores to offer a fresh, dynamic experience while maintaining brand authenticity.

Retailers are responding to evolving consumer needs by experimenting with more creative in-store visuals. A resounding 90 percent of brands prioritize immersive visual storytelling as a crucial store design element, incorporating technologies like digital interactive displays, 3-D product visualizations and virtual reality experiences.

Digital integration, staff training, cost and privacy concerns are other challenges brands come up against. In overcoming these challenges, retailers can pave the way for a transformative retail landscape:

- Embracing technology integration keeps stores relevant in the digital age.
- Staff training cultivates a customer-centric workforce and improves staff retention.
- Technological costs are investments in lasting customer impressions and loyalty.
- Addressing privacy builds trust through transparent, responsible data use.
- Leveraging managed services ensures streamlined operations and optimal performance.

By navigating these challenges, retailers enhance their competitive edge while reshaping retail.

Collecting the right data is also critical for analyzing customer behaviors and measuring success. Data also provides metrics for engagement, generates actionable insights for optimizing experiences and informs decision-making.

Getting experiential retail right remains a process of testing, learning and evolving. With the right data foundation, retailers can turn challenges into opportunities to inspire customers in new ways.



Mood Media recently worked with retailer Kendra Scott to create an immersive LED wall.

#### TIPS FOR TRADITIONAL RETAILERS

The experiential retail revolution may seem daunting for traditional retailers accustomed to conventional stores. However, brands can revamp their physical spaces to create immersive destinations by:

- 1. Implementing advanced augmented reality technology like virtual mirrors or product customization tools.
- Incorporating gamification elements like rewards programs.
- Hosting in-store events like new product previews, classes or pop-up shops to drive excitement and FOMO.
- 4. Using spatial design like art installations, 3D mapping projections and interactive environments.
- Leveraging location-based notifications and mobile integrations like special offers based on in-store movement.
- Strategically curating customized playlists for an enhanced atmosphere and brand image.

With creativity and customer-centric thinking, traditional retailers can keep pace with experiential disruptors. The brands that evolve their physical spaces into immersive havens will win over customers' hearts, minds and wallets.

Jaime Bettencourt, senior vice president of North American sales and brand strategy at Mood Media, is an accomplished senior-level sales and marketing leader with a robust track record for leading teams and leveraging custom, complex in-store marketing, media and technology solutions for Fortune 500 clients in the retail space.

#### **ATTRACTION** EFFORTS



#### **Industries Pursuing:**

- Manufacturing
- Logistics
- Family Entertainment
- Trending Franchises/Restaurants/Retailers
- Technology Firms
- Workforce Development Organizations

1.33 Acres of Commercial Land Offered at \$945,000 USD in Turlock, CA 95380 **Demographics** Within 20 miles Countryside Plaza 🔒 Minute Lube'N Oil Population 640,882 Holden State Hurl IHOP Average HH Income Applebee's Grill + Bar \$81,026 Fulkerth Rd Fulkerth Rd **Traffic Counts** 🚓 HWY 99 -75,000 CPD 2400 Fulkerth 合 W Monte Vista -36,386 CPD Rd 合 Coutryside Dr -16,079 CPD



2400 Fulkerth Rd - 2400 Fulkerth Road



### MARCH AND APRIL 2024 BUSINESS WORKSHOPS



#### **Turlock Business Conference**

The 2nd Annual Turlock Business Conference took place on Thursday 3/14/2024 from 10am - 11:30am, at the Grand Oak event center in Turlock, CA.

Speakers provided insight on the current economy, a business forecast, trends in consumer behavior, retail analytics, as well as strategies that businesses can implement during 2024 and 2025.











### MARCH AND APRIL 2024 **BUSINESS WORKSHOPS**



Feedback

REGISTER: bit.ly/turlockecommerce3



**INTRO TO** Speaker: LOAN READINESS WORKSHOP FOR BUSINESSES Learn how to get your business loan ready! **Topics Covered:** Introduction of the Loan Readiness Program How your business could benefit from the Loan Readiness Program Introduction to business loans, potential funders, and eligibility criteria. WHO SHOULD ATTEND? Start-ups Small Businesses Entrepreneurs 
 All Businesses REGISTER HERE Date

SBA

Friday, 4/19/2024

Start/End 9:00 AM - 10:30 AM

Location: Turlock Chamber of Commerce 115 S. Golden State Blvd., Turlock, CA





bit.ly/BusinessLoanReadinessWorkshopTurlock

#### **E-Commerce for Small Businesses**

A Three-Part Series \*Dates and registration links included on flyer

Location: Turlock, City Hall, Turlock, CA



Intro to Loan Readiness Workshop for **Businesses** 

Date: 4/19/2024 from 9am - 10:30am

Location: Turlock Chamber of Commerce 115 S. Golden State Blvd., Turlock, CA





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### MARCH AND APRIL 2024 BUSINESS WORKSHOPS

P M WE GET CLIENTS POSITIVE MEDIA COVERAGE!

Free Business Seminar:

DATE: Friday, 4/26/2024 10 a.m. - 11:30 a.m.

**Carnegie Arts Center** 

**REGISTER HERE:** 

250 N. Broadway Turlock. CA 95380

LOCATION:

**TOPICS COVERED** 

• Effective Communication Skills

Build Relationships with Journalists
Crisis Management Training
Maximize Media Exposure

• Strategic Public Relations (PR) Planning

How to Get Your Business

How to get free positive media coverage of your business or event and media relations for beginners



Speaker

IRC

CLBC

**ALAN SANCHEZ** 

ACK COMMERCE

CLESCENA FILA CITAMUSE OF CO Contact of Concess

CLBC

**Location:** Carnegie Arts Center, 250 N. Broadway, Turlock, CA

This Free In-Person seminar will show businesses how to get free positive media coverage for their business or event, as well as provide insight on media relations.

Other topics covered include:

- Effective Communication Skills
- Build Relationships with Journalists
- Maximize Media Exposure
- And More!







How to Get Your Business on the News Date: 4/26/2024 from 10 am - 11:30am



### MARCH AND APRIL 2024 BUSINESS WORKSHOPS





STANHACKS II: Hackathon Date: 4/26/2024 , 4/27/2024, and 4/28/2024

**Location:** CSU Stanislaus - Naraghi Hall of Science, Turlock, CA

CSU Stanislaus' STANHACKS II: Hackathon hosted a free, 3-day Hackathon in which teams of participants collaborate and come up with innovative website and mobile app solutions through the use of coding, frameworks, and utilizing programming languages.

The final day of the event will include a "Shark-Tank" style pitch competition to a panel of judges.







### **COMMUNITY EVENTS**



Turlock Journal Mar 26 · 🚱

...

Turlock received \$1.2 million for its Golden State Boulevard sewer-extension project, and \$1 million for the city's stormwater infrastructure project.



turlockjournal.com Duarte brings Turlock \$2.2 million for sewer, drainage projects



In March of 2024, Congressman Duarte presented the City of Turlock a check in the amount of \$2.2 million. \$1.2 million is carved out for the Golden State Boulevard sewer-extension project, and \$1 million will be for the city's stormwater infrastructure project.

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### COMMUNITY EVENTS

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CSU Stanislaus and City of Turlock are truly Turlock Strong! City of Turlock executive team staff participated in a CSU Stanislaus University Tour during the month of March. With many of the City executive team being CSU Stanislaus alumni, it was a heartfelt experience visiting the University campus once again.

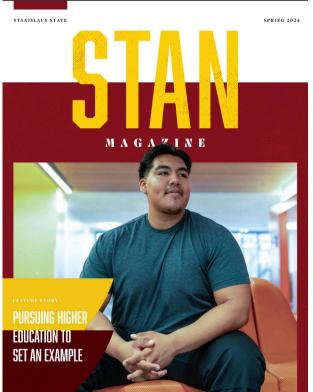
City of Turlock leadership and executive staff were also included in the Spring 2024 Stan Magazine. The article highlighted Warrior alumni making a difference in Stanislaus County's three largest cities. The full article can be found here:

https://issuu.com/csustanislaus/docs/stan\_mag \_spring\_2024?e=10863491/98108777





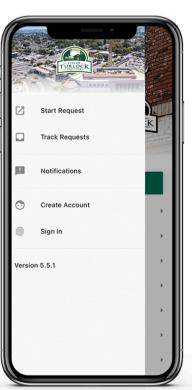




### COMMUNICATION UPDATES









### COMMUNICATION UPDATES



#### **City Council Meetings**

#### WHEN:

The Turlock City Council meets the second and fourth Tuesday of each month at 6:00 p.m.

#### LOCATION:

#### 156 S. Broadway, Turlock, CA, 95380

City Council Meeting Agendas can be viewed here: https://www.cityofturlock.org/government/turlockcitycouncil/ councilmeetings.asp#2

City Council Meetings can be viewed live on our Turlock City Hall YouTube Channel: <u>https://www.youtube.com/channel/UCctmLzJYoM50m5IEp52k-</u> CA

#### **City Council Meetings**

As a reminder, City Council meets the second and fourth Tuesday of each month at 6:00 p.m.



#### City of Turlock Planning Commission Meetings

#### WHEN:

The Turlock Planning Commission holds regular scheduled meetings on the first Thursday of each month at 6:00 p.m.

#### LOCATION:

156 S. Broadway, Turlock, CA, 95380

Turlock Planning Commission Meeting Agendas can be viewed here: https://www.cityofturlock.org/government/commissionscommittees /planningcommission/planningcommissionmeetings.asp

#### Turlock Planning Commission Meetings

The Turlock Planning Commission holds regular scheduled meetings on the first Thursday of each month at 6:00 p.m.

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#### COMMUNICATIONS UPDATE

#### Did you know?

You can stay up to date on City of Turlock announcements and information by visiting the following website and social media pages.



https://www.cityofturlock.org/

# facebook

https://www.facebook.com/CityofTurlockCityHall

https://www.facebook.com/CityofTurlockEconomicDevelopment



https://www.instagram.com/city.of.turlock



https://www.linkedin.com/company/city-of-turlock/

To stay up to date on FREE business workshops, resources, and events visit:



www.cityofturlock.org/businessresources

