

Business Development Committee

Thursday, March 7, 2024

Self-Help Credit Union

Community Room

900 Crows Landing Rd., Modesto, CA 95351

1:00 p.m. – 2:30 p.m.

The Business Development Committee complies with all provisions of the Brown Act and the Stanislaus County Workforce Development Board Conflict of Interest and Code of Conduct Policy. See links below.

<https://oag.ca.gov/sites/all/files/agweb/pdfs/publications/brownAct2003.pdf>

<https://www.stanworkforce.com/workforce-board/>

The Agenda at each meeting allows for a public comment period, limited to 5 minutes. Public Comment forms are available at <https://www.stanworkforce.com/workforce-board/>

All meetings are conducted in English.

If you require assistance per Government Code Section 549539G, please submit a request to ixtak@stanworkforce.com for such accommodation as soon practicable, or at least 48 prior to the meeting. The sooner the request is made, the more likely it is that Stanislaus County Workforce Development can provide the accommodation or an alternative.

Public notice of all Business Development Committee meetings are posted 72 hours in advance of the meeting on the webpage at <https://www.stanworkforce.com/workforce-board/#committees>.

1. Call to Order and Introductions
2. Conflict of Interest
3. Public Comment Period
4. Presentation
 - A. Health Sector Update – Tiffani Burns
5. Department Report
 - A. Update
 1. HR Hotline Reports
 2. HR Hotline Stanislaus County Business Data Report
 3. Business Reports
 - B. Business Services Update – Chris Hancock, Business Services Manager
 1. Work Based Learning Statistics – Handout
 2. Sector Updates
 - a. Agriculture
 - i. Farm Bureau Report
 - b. Healthcare
 - c. Manufacturing
 - d. Warehouse/Logistics
 - e. Construction
 - f. Underserved

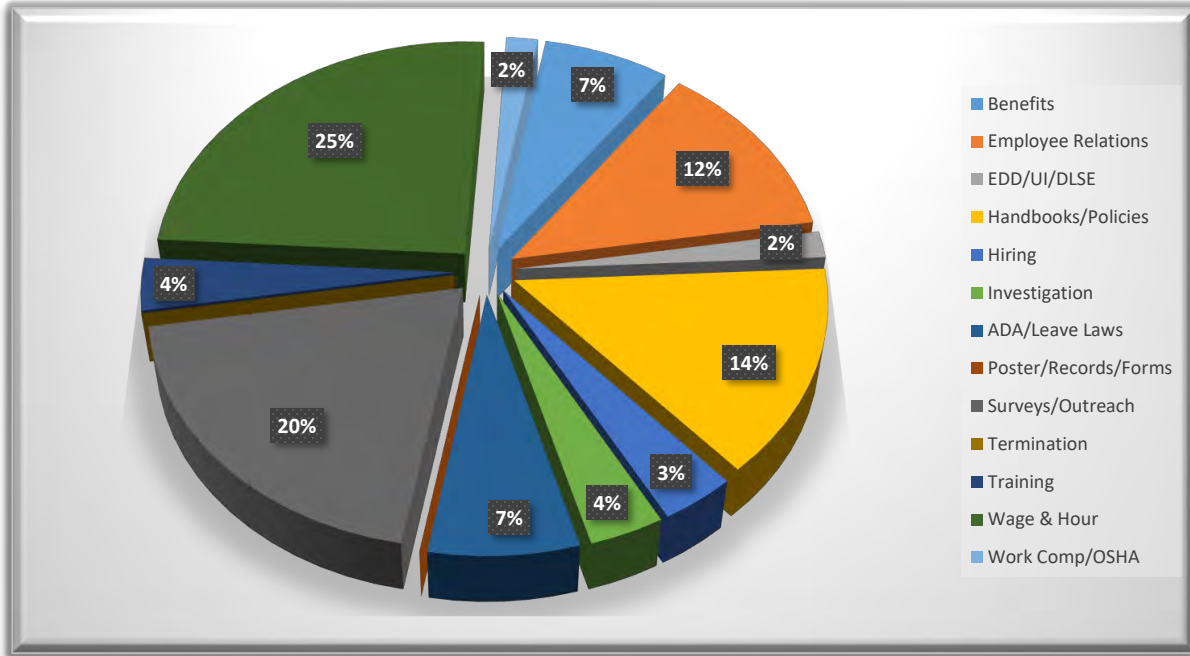
- i. Stanislaus Equity Partners Report
 - ii. Latino Chamber Report
- 6. Discussion and Action Item
 - A. Approval of the Minutes from the December 7, 2023 Business Development Committee Meeting
 - B. Approval of the Recommendation for Program Year 2024-2025 to Contract with Community Agencies for Underserved Business
- 7. Future Topics, Discussion, and Announcements

Next Quarterly Meeting:

Date: Thursday, June 6, 2024
Self-Help Credit Union Community Room
900 Crows Landing Rd., Modesto CA 95351

Time: 1:00 – 2:30 PM

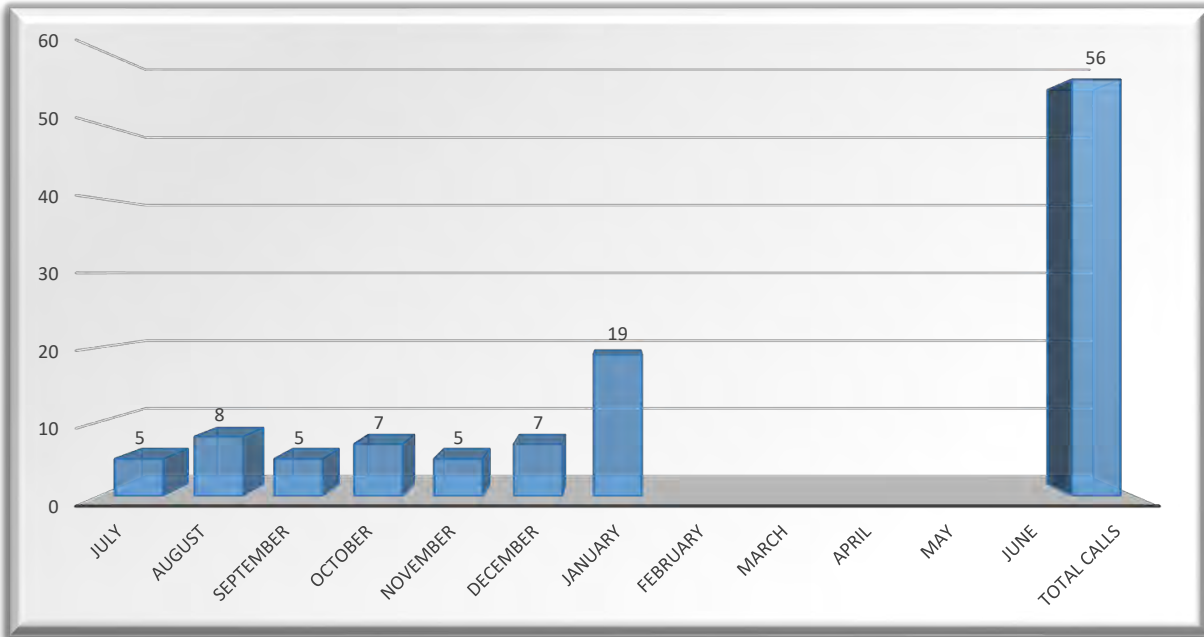
2023 - 2024 SUMMARY YTD



Reason For Call	July	August	September	October	November	December	January	February	March	April	May	June
Benefits				1	1		2					
Employee Relations	1	2	1				3					
EDD/UI/DLSE							1					
Handbooks/Policies	2			1			5					
Hiring		1				1						
Investigation		1				1						
ADA/Leave Laws					1		3					
Poster/Records/Forms												
Surveys/Outreach/Other		2		2	1	3	3					
Termination												
Training			1		1							
Wage & Hour	1	2	3	3	1	2	2					
Work Comp/OSHA	1											
TOTAL	5	8	5	7	5	7	19	0	0	0	0	0



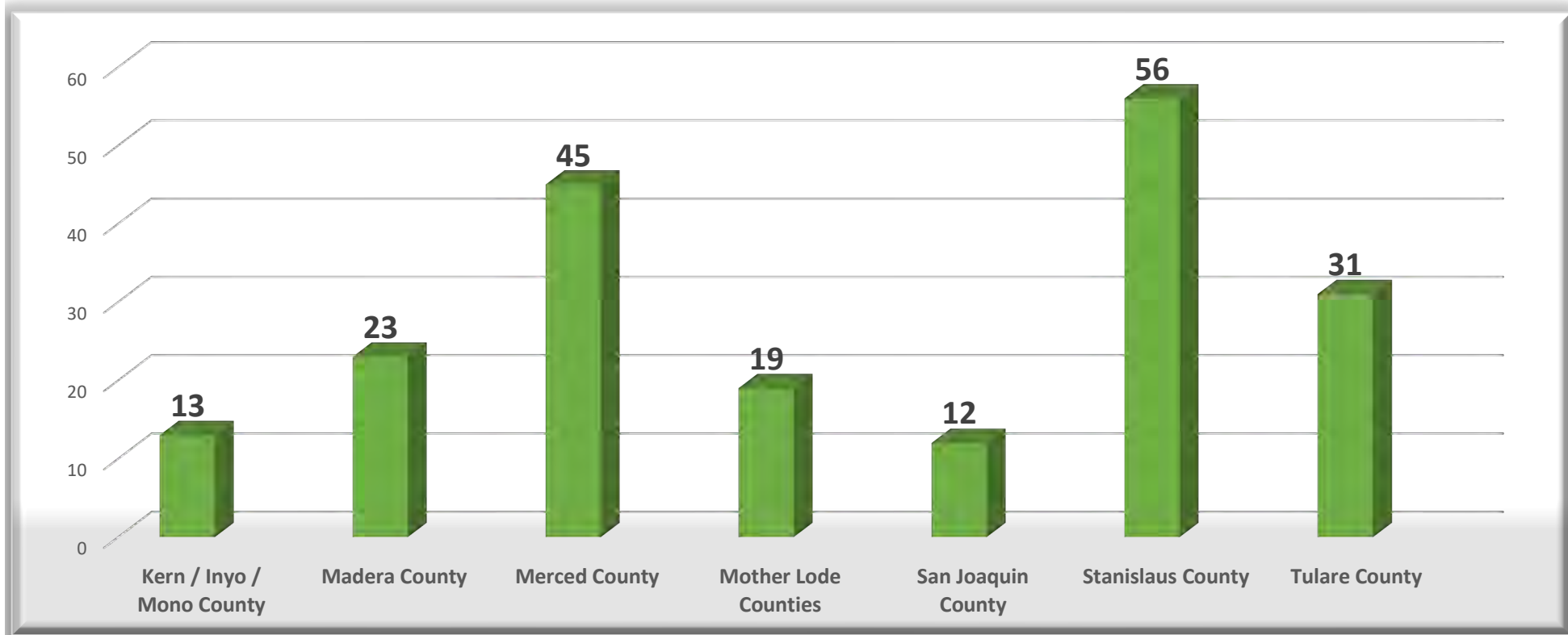
TOTAL NUMBER OF CALLS YTD



July	5
August	8
September	5
October	7
November	5
December	7
January	19
February	
March	
April	
May	
June	
Total Calls	56



7/1/2023 - 6/30/2024 Summary of Calls



County	July	August	September	October	November	December	January	February	March	April	May	June
Kern / Inyo / Mono County	1	2	5	1	1	0	3					
Madera County	3	3	3	5	1	3	5					
Merced County	3	2	6	5	9	9	11					
Mother Lode Counties	0	3	4	0	4	3	5					
San Joaquin County	1	0	2	1	0	0	8					
Stanislaus County	5	8	5	7	5	7	19					
Tulare County	2	10	4	3	3	3	6					
TOTAL	15	28	29	22	23	25	57	0	0	0	0	0

Kern / Inyo / Mono County	13
Madera County	23
Merced County	45
Mother Lode Counties	19
San Joaquin County	12
Stanislaus County	56
Tulare County	31
Total Calls	199

HR Hotline: Stanislaus County (July 2023 to Jan 2024)

Source: Central Valley Hotline Report (Calls), EconoVue (Business Characteristics)

Data Note: EconoVue did not have data available for 3 businesses. These businesses were manually assigned a location and industry based on publicly available information. Additionally, 3 businesses were deemed to be located outside of Stanislaus County and thus removed from calculations.

Number of Businesses and Employees

Distinct Businesses	Total Calls
22	53

Businesses by Number of Employees

Ex: 50% of businesses using the HR hotline have one to ten employees.

Number of Businesses	Number of Employees	Percent of Businesses
3	Unknown	13.6%
11	1-10	50.0%
4	11-25	18.2%
2	26-50	9.1%
0	51-200	0.0%
2	201-250	9.1%
0	250+	0.0%
22		100.00%

City of Businesses

Most businesses using the HR hotline are based in Modesto.

City	Number of Businesses	Percent of Businesses
Modesto	14	63.6%
Turlock	5	22.7%
Denair	1	4.5%
Oakdale	1	4.5%
Patterson	1	4.5%

Industries of Businesses

Industry Sector	Number of Businesses	Number of Employees
Construction	5	22.73%
Manufacturing	5	22.73%
Wholesale Trade	1	4.55%
Retail Trade	2	9.09%
Finance and Insurance	1	4.55%
Professional, Scientific, and Technical Services	1	4.55%
Administrative and Support and Waste Management and Remediation Services	1	4.55%
Health Care and Social Assistance	3	13.64%
Arts, Entertainment, and Recreation	1	4.55%
Accommodation and Food Services	1	4.55%
Other Services (except Public Administration)	1	4.55%
Grand Total	22	100.00%*

* Rows individually rounded, so sum may not be exactly 100%

BUSINESS REPORT: Stanislaus County

Source: EconoVue (Dun & Bradstreet Database January 2023 Snapshot)

Number of Businesses and Employees

Distinct Businesses	Employees
21,939	215,812

Businesses by Number of Employees

Ex: There are 40 businesses with 0 employees; 0.19% of all businesses in Stanislaus County have 0 employees.

Number of Businesses	Number of Employees	Percent of Businesses
32	0	0.15%
18,621	1-9	84.87%
2,883	10-50	13.14%
237	51-100	1.08%
109	101-250	0.50%
26	251-500	0.12%
31	500+	0.14%
21,939		100.00%

Financial Stress Score of Businesses

The Dun & Bradstreet Financial Stress Score provides predictive insights of the businesses that are most likely to fail within the next 12-18 months. Financial Stress Scores are categorized as Low, Medium or High.

- Companies with Low Financial Stress Scores are good candidates for strategic partnerships and expansion leaning incentives.
- Businesses in the Medium category are prime candidates for proactive outreach.
- Often, employers in the High category have already had a layoff event or are starting to take steps to close operations, resulting in a need for Rapid Response or Rapid Re-employment engagement.
- Unclassified Businesses have not been assigned a Financial Stress Score by Dun & Bradstreet.

Financial Stress Score	Number of Businesses	Number of Employees
Low	12,420	138,733
Medium	8,583	64,796
High	206	2,047
Unclassified	730	10,236

Industries of Businesses

Industry Sector	Number of Businesses	Number of Employees
Administrative and Support Services	1,528	8,826
Agriculture, Forestry, Fishing, Hunting	1,038	9,357
Arts, Entertainment, Recreation, Fitness	385	2,373
Construction	2,204	11,777
Eating and Drinking	1,165	15,909
Pub Admin/Educational Services	705	24,031
Finance	494	3422
Health Care	2,329	28,554
Hotels and Accommodations	94	1,412
Information-Based Industries	282	1,906
Insurance Carriers and Related Activities	360	2,295
Legal Services	353	1,731
Manufacturing	747	17,698
Management of Companies	13	58
Mining	2	19
Professional Services	1,785	8,129
Real Estate	843	3,806
Rental and Leasing Services	138	629
Retail Stores	2,556	20,591
Services	2,536	14,677
Transportation	1,238	7,106
Utilities	71	1,538
Warehousing and Delivery	78	20,122
Waste Management and Remediation	67	686
Wholesale	896	9,160
Grand Total	21,907*	215,812

* Businesses with 0 employees not included

WARN Notices Stanislaus County (July 2023 to Jan 2023)

Source: CalJOBS

Background

Worker Adjustment and Retraining Notification (WARN) protects employees, their families, and communities by requiring employers to give a 60-day notice to the affected employees and both state and local representatives before a plant closing or mass layoff. Advance notice provides employees and their families time to transition and adjust to the potential loss of employment, time to seek alternative jobs and, if necessary, time to obtain skills training or retraining to successfully compete in the job market. The processing of a WARN notice starts the work of the local Rapid Response team.

11 WARN Notices

8 Companies

501 Employees impacted

By Layoff/Closure Type

Permanent closures impacted the most employees.

Layoff/Closure Type	Employees Impacted	% Employees Impacted
Layoff Temporary	161	32.1%
Layoff Permanent	61	12.2%
Closure Permanent	279	55.7%

By Industry (NAICS Industry Codes)

The Manufacturing industry had the most employees impacted and accounted for 44.9% of all employees impacted.

Industry	Employees Impacted	% of Employees Impacted
Manufacturing	225	44.9%
Retail Trade	40	8.0%
Transportation and Warehousing	47	9.4%
Professional, Scientific, and Technical Services	3	0.6%
Health Care and Social Assistance	168	33.5%
Accommodation and Food Services	18	3.6%

By Industry and Closure Type

Permanent closures in the Health Care and Social Assistance industry impacted the most employees.

Industry	Closure Permanent	Layoff Permanent	Layoff Temporary	Grand Total
Manufacturing	64		161	225
Retail Trade		40		40
Transportation and Warehousing	47			47
Professional, Scientific, and Technical Services		3		3
Health Care and Social Assistance	168			168
Accommodation and Food Services		18		18
Grand Total	279	61	161	501



Agriculture Sector Partnership – Workforce Development

Subsector Meeting & Supervisor Development Program

Subsector Meeting, Agenda below:

Agriculture Sector Partnership – Workforce Development

Subsector : Pesticide Dealers

Agenda: January 25, 2024 : 9:00-10:30 am

- 9:00-9:10 am : Introductions
- 9:10-9:30 am : What is Workforce Development & Farm Bureau Partnership
- 9:30-10:15 am : Group Discussion
- 10:15-10:30 am : Next Steps and Closing

New Hires

1. What type of positions do you have in your operation?
2. Did you have trouble filling any positions last season? If yes, then what positions?
3. What qualities/abilities do you look for in an applicant?
4. Are recent hires lacking any training/skills/abilities that you expected them to have, like soft skills?

Current Employees

5. Have there been any changes or updates in equipment or technology that required you to retrain current employees? If yes, then what have been those updates?
6. Is there any kind of training you would like to see available for newly promoted employees? (Communication, reporting, employee management, etc.)
7. Are there any training or employee development opportunities that you would like, but they have been too expensive?
8. Are there any certifications or certificate programs that would help, or are required, for an employee to be promoted?

Attendance:

I pulled a Pesticide Dealer List from the Stanislaus County Agricultural Commissioner's office. I called every agricultural pesticide dealer in the county:

- SALIDA AG CHEM
- D & D, INC.
- STANISLAUS FARM SUPPLY COMPANY
- HELENA AGRI-ENTERPRISES dba HELENA CHEMICAL
- MID VALLEY AGRICULTURAL SERVICE
- NUTRIEN AG SOLUTIONS, INC.
- WESTAN GROWERS
- WILBUR-ELLIS CO
- AG PRO

Each dealer was invited to the meeting, sent a calendar invite and emailed an agenda. Three dealers attended the meeting, Wilbur Ellis, Mid Valley and Stanislaus Farm Supply, see sign-in sheet below:

Meeting Notes:

Anna Genasci, Stanislaus County Farm Bureau, provided an overview (see slides below) of year ONE of the Sector Partnership and the activity for the day, focusing on incumbent worker training. Chris Hancock, Workforce Development, provided a quick overview of the incumbent worker training program requirements.

Meeting Discussion:

- This sector of the ag industry is hurting right now, lots of layoffs in the past year. These businesses seem to be balancing "nice to haves" versus "need to haves," in terms of offering trainings.
- All dealers in the room mentioned education needed for in-house software. We discussed bringing in trainers from the software company to in-house software experts to conduct internal trainings.
 - Dealer are using, *Agvance, a fully-integrated ERP system for ag retailers, connects all areas of your business and improves your overall efficiency.*
- The other item discussed was pesticide licensing requirements. This includes PCA License (Agricultural Pest Control Adviser) and CCA (Certified Crop Advisor). Workforce Development could help offset the cost of training, test prep and testing fees.
- Workforce Development Business Services were shared.

Next Steps:

- A follow-up email recapping the meeting was sent to all pesticide dealers.
- I asked if a Agvance training seminar for all dealers would be something they would be interested in. Perhaps a Train the Trainer type seminar that would result in each dealer having an in-house expert. I have sent a note to a contact of mine to get the name of Agvance's software trainer.

Spring 2024, Supervisor Development Academy:

SPRING 2024 SUPERVISORY DEVELOPMENT ACADEMY

This 5 session program addresses leadership, communication, conflict resolution, planning, and team building. Each in-person session lasts 4 hours with 1-2 hours of activities to practice new skills on the job along with small homework assignments, (attendance is required to graduate).



\$500 Per Person
% TO BE REIMBURSED BY STANISLAUS WORKFORCE DEVELOPMENT

Employer Size	Minimum Employer Share of Training Costs
1-50	10%
51-100	25%
101+	50%

WHEN & WHERE

Stanislaus County Farm Bureau Boardroom

English 7:30 a.m. - 11:30 a.m.
Spanish 12:00 p.m. - 4:00 p.m.

- March 7
- March 21
- April 4
- April 18
- May 2

Call our office to sign up!
(209) 522-7278
or email
Anna Genasci
annag@stanfarmbureau.org



STANISLAUS COUNTY FARM BUREAU

Thursdays:

English 7:30 a.m. – 11:30 a.m. / Spanish 12:00 p.m. – 4:00 p.m.

- March 7
- March 21
- April 4
- April 18
- May 2

Each in-person session lasts 4 hours with 1-2 hours of activities to practice new skills on the job along with small homework assignments.

This program will give supervisors a foundation to develop skills essential to furthering their success and that of your business. This 5 session program addresses leadership, communication, conflict resolution, planning, and team building.

This session will be paid in full, by the employer, and then partially reimbursed via Workforce Development.

Employer Size	Minimum Employer Share of Training Costs
1-50	10%
51-100	25%
101+	50%

Each language can have up to 20 participants. As of now, the English session is full and the Spanish session has 6 spots remaining.

The sessions are taught by AgSafe. Farm Bureau is collecting the payments from growers and will pay AgSafe their training fees.

“Stan Partnerships in Action, Unifying Businesses, Building Prosperity”

Stanislaus Equity Partners hosted the second of two listening sessions for the underserved business sector strategy work on Thursday, February 1, 2024 from 5:30-7:30pm in South Modesto. Our outreach for the listening sessions and workshop included social media posting, in-person, flyer outreach (~300) and email blasts to over 200 contacts. Many partners also shared our information on their social media. A chair and co-chair persons have been recruited to help with the planning of these activities, two small business owners in our community.

We followed an empathy interview guide, to deeply understand the experiences of those being interviewed, for the facilitated discussion during the table break outs with 5-6 business owners at the tables, a facilitator and a notetaker. The main topics that were discussed throughout the 4 tables were similar to those from September 2023 meeting: needs for business owners were access to capital, development of entrepreneurship mentorship/networking, and needing a roadmap of business resources, services and their respective contacts in our community.

- We had **over 30** attendees including our staff, volunteers and supporting partners.
- **We had 20 businesses show up.**
 - Community service, professional services, leadership development, beauty, communications, landscaping, retail and events industry businesses
- We had 53 RSVPS (including volunteers, staff and community partners)
 - Due to severe weather conditions during our event time some of our participants arrived late or didn't show up.
- STEP Notes + Observations
 - Most participants shared positive things about the event and shared a want for more and began connecting with other businesses.

Our agenda was as follows:

5:30pm: Light Welcome, Settle In Time and Network

5:45pm: Welcome from STEP Team, Stanislaus County Workforce Development

- Reminder of Purpose of Meeting and Expected Outcomes Tonight

5:55pm – 6:15pm Individual Introductions

- *Introductions of who's in the room*

- *Question: Tell us your name, name of business or organization (if applicable)*

6:15-7:00pm: Facilitated Table Discussions

7:05pm: Findings/Recap

- Table Share Outs

7:20pm: Next Steps / Evaluation / Closing

7:30: Meeting Ends

Next steps: From the listening sessions we continue to share findings with business owners and business development providers. We use the findings to offer three workshops for our business community. Our first workshop focused on access to capital with a business loan readiness workshop on Tuesday, Dec. 5th at the City of Ceres Community Center at 5:30pm provided by Valley Sierra Small Business Development Center. Over 20 entrepreneurs in attendance with two simultaneous workshops for Spanish and English speakers. The next workshop is currently being planned and will take place in the Spring of 2024 and the third and final in early Summer.

**Business Development Committee
Meeting Minutes**

Thursday, December 7, 2023

Self-Help Credit Union

900 Crows Landing Rd., Modesto, CA 95351

1:00 p.m. – 2:30 p.m.

Members in attendance:

Kris Helton, Chair

Jack Deliddo

Jason Maggard

Billy Meyers

Dillon Olvera

Christine Schweininger

Jennifer Shipman

Absent:

Shawn Hemiller

Maryn Pitt

Tim Roos

Staff in attendance:

Sara Redd

Chris Hancock

Kris Ixta

David Campos

Additional guest present:

There were 4 additional guests present.

1. Call to Order and Roll Call
Kris Helton, Business Development Committee Chair, called the meeting to order at 1:02 p.m., thanked everyone for attending and invited those present to introduce themselves.
2. Conflict of Interest
Chairman Helton outlined the Conflict of Interest Policy.
3. Public Comment Period
Chairman Helton gave information on the Public Comment Period. There were no public comments.
4. Department Report
 - A. Update
 1. HR Hotline Reports
Assistant Director, Sara Redd, reviewed the HR Hotline reports. The Committee suggested that this report be used as a “lead list”. They also expressed that they would like to know the location and size of the businesses on the report.
 2. David Campos, Workforce Analyst, gave a presentation on the

Stanislaus County Industries Dashboard. He provided an overview of the statistical data that can be available to businesses in Stanislaus County regarding positions, wages, predicted growth etc. The Committee members expressed that this would be a great tool for businesses to be able to access on the Workforce Development website.

3. Annual Report

Assistant Director Redd reviewed the Business Services pages of the Annual Report.

4. Remote Work, Commute Times, Public Transportation Use, and Housing Trends in Stanislaus County, this was reviewed with the Committee.

B. Business Services Update

Business Services Supervisor, Chris Hancock, reviewed the following with the Committee:

1. Update on Programs – Chris reviewed the report on Work-Based Learning activities for the period 7/1/23 – 9/30/23 compared to 10/1/23 to current. These services include WIOA services, services provided to businesses, and StanWORKS Services. Chris also reported on the pre-apprenticeship program.

2. Business Expo Outcomes

Committee Chair, Kris Helton, gave a report on the outcome of the Business Expo. He stated it was very successful, he received great feedback. There were 200 small businesses that attended.

3. Sector Updates

Chris Hancock, Business Services Supervisor, reviewed the following with the Committee:

a. Agriculture Sector

i. Farm Bureau Report – Chris summarized the Farm Bureau report. The next sub-sector meeting will be held in January and the next sector partnership meeting will be held in April.

b. Healthcare – The convening authority for this sector is HealthForce Partners of San Joaquin Valley. This sector will cover Stanislaus, San Joaquin, and Merced Counties. Tiffani Burns, Regional Director for HealthForce Partners, will be heading up this initiative. Chris reviewed the future objectives of this group. The next sector meeting will be held in February 2024.

c. Manufacturing – Amanda Hughes from Stanislaus 2030 is heading up this initiative. The first sector meeting was held Nov. 9th, Chris gave an overview of that meeting. The next meeting is still to be determined.

d. Warehouse/Logistics – still in preliminary conversations

e. Construction - still in preliminary conversations

f. Underserved

- i. Stanislaus Equity Partners Report – Chris reviewed the contract with Stanislaus County Equity Partners and the requirements within that contract. The first sector meeting was held on September 26th. Chris briefly reviewed the report that was provided on that meeting.
- ii. Latino Chamber – The Department is currently in the process of drawing up a contract with the Latino Chamber. Chris provided an overview of the requirements included in that contract.

Additionally, Chris added that there is consideration of the creation of a Bio-Industrial Sector in alignment with Stanislaus 2030.

5. Discussion and Action Item

- A. Approval of the Minutes of the September 14, 2023 Business Development Committee Meeting. B. Myers / D. Olvera
- B. Approval of the 2024 Dates; Location and Times for the Business Development Committee Meetings.
D. Olvera / B. Meyers
- C. Review the Outcome of the First Half of the Employer Assessment Contract (WorkKeys) for the 2023-2024 Fiscal Year and Approve Not Renewing the Contract.
J. Shipman / B. Meyers
- D. Approval to take to the Workforce Development Board the 2023 In-Demand Occupation List for Workforce Innovation and Opportunity Act and Request Authority for the Director of Stanislaus County Workforce Development to Make Exceptions as Necessary. J. Shipman / J. Maggard

6. Future Topics and Discussion

The Committee would like to add to all future agendas a line item for members to report on outside committee matters.

7. Adjournment

Chairman Helton adjourned the meeting at 2:24 p.m.

Next Meeting: June 6, 2024

**STANISLAUS COUNTY WORKFORCE DEVELOPMENT
BUSINESS DEVELOPMENT COMMITTEE
AGENDA ITEM**

COMMITTEE AGENDA: 6.B.
AGENDA DATE: March 7, 2024

DISCUSSION AND ACTION:

SUBJECT:

Approval of the Recommendation for Program Year 2024-2025 to Contract with Community Agencies for Underserved Business

STAFF RECOMMENDATION:

1. Contract with local community agencies to work with local businesses to development initiatives tailored to address the unique challenges faced by businesses located in poverty-stricken areas, minority owned businesses and women owned businesses.

DISCUSSION:

At the June 1, 2020 Workforce Development Board meeting, the Board approved staff's recommendation to contract with an entity to serve as a community liaison for the purpose of engaging Workforce Innovation and Opportunity Act (WIOA) services directly to businesses that are at-risk, minority owned, minority represented, women-owned businesses and businesses that primarily serve-risk community members within Stanislaus County.

On April 12, 2021, the Workforce Development Board approved the funding for Services for Underserved Businesses to be awarded to Stanislaus Equity Partners (STEP), formerly known as City Ministries. STEP has been contracted for the past three years to provide referral-based assistance, resources, and information for the improvement of locally identified underserved businesses (minority-owned, women-owned, geographical low-income location, or other "at-risk" business).

Based on the needs of the business community, it was discovered over the course of the past three years, additional resources were needed to effectively match the services needed to support the success of the underserved business. Latino Chamber of Commerce was contracted to provide Workshops and Counseling to assist in the services being offered by STEP.

Workforce Development staff are recommending to adopt a new structure going forward to align services to meet the needs of the businesses, which has been discovered through an array of business engagements.

Census data analysis has revealed concentrated pockets of poverty within Stanislaus County. To engage businesses located in geographically low-income locations effectively, it is imperative to align spending initiatives with targeted outcomes, focusing on areas where poverty rates are disproportionately high. Based on the identified areas (Attachment A), the needs of the business may vary based on the demographic location.

The top poverty areas (poverty level over 15%): 95328, Keyes; 95251, South Modesto; 95313 Crows Landing; 95319, Empire; 95380, Turlock; 95386, Waterford; and 95307, Ceres.

In addition, minority-owned and women owned business have unique needs. Recognizing and addressing these needs are essential steps towards creating a more inclusive and equitable business landscape. By providing targeted support and resources, these businesses may thrive and contribute positively to the economy.

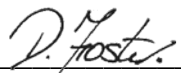
Staff are recommending contracting with community agencies, to develop initiatives and engagement tailored to the specific challenges faced by the underserved businesses community. It is the suggestion to develop a Request for Qualifications for the different geographical areas that would identify a convening authority. The convening authority would engage underserved businesses and hold meetings to identify business needs. Based on those needs Stanislaus County Workforce Development will create programing and services.

POLICY ISSUE:

According to Workforce Innovation and Opportunities Act (WIOA) regulations 679.370, the Local Workforce Development Board, among other responsibilities, must: Develop effective linkages with employers in the region to support employer utilization of the local workforce development system, and identifying strategies for better meeting the needs of individuals with barriers to employment.

FISCAL IMPACT:

The total amount of WIOA funds allocated as a result of funding the proposed contracts for Fiscal Year 2024-2025 would be approximately \$150,000. This funding may change based on State allocations.

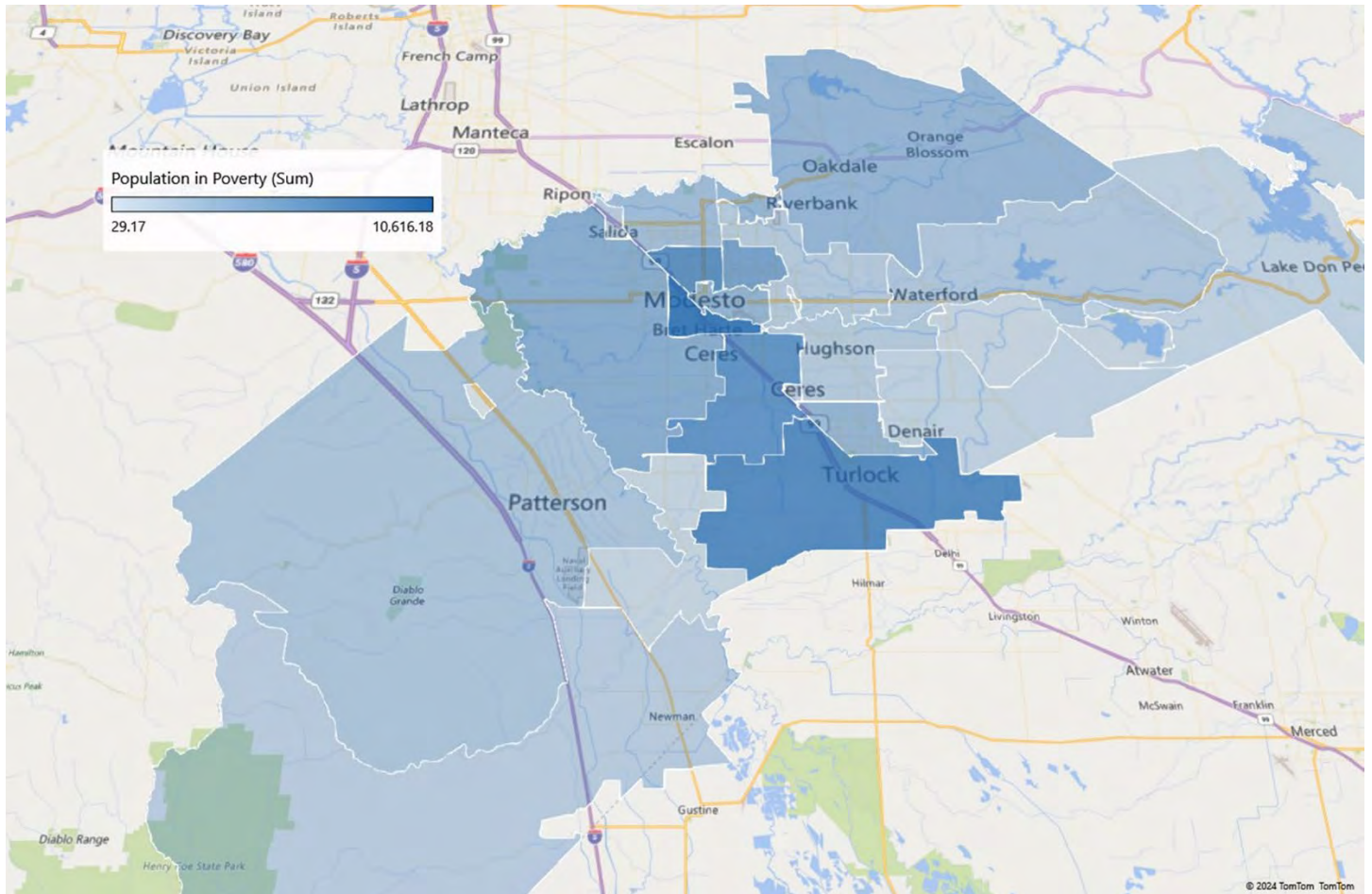


Doris Foster, Director

STANISLAUS COUNTY BUSINESS IN IDENTIFIED POVERTY AREAS

Map and Table Identifies at least 10% of the area population is living in poverty.

ZIP	ZIP Name	Number of Business (Primary Address)	% Poverty Level	Total Population	Population in Poverty
95351	Modesto, CA (in Stanislaus county)	1495	21.6%	49149	10616
95380	Turlock, CA (in Stanislaus county)	2127	19.1%	45576	8705
95350	Modesto, CA (in Stanislaus county)	2526	14.8%	55097	8154
95307	Ceres, CA (in Stanislaus county)	1452	16.2%	47666	7722
95355	Modesto, CA (in Stanislaus county)	2055	10.1%	59597	6019
95358	Modesto, CA (in Stanislaus county)	1006	14.9%	31938	4759
95354	Modesto, CA (in Stanislaus county)	2090	15.4%	25165	3875
95382	Turlock, CA (in Stanislaus county)	1417	10.3%	37296	3841
95361	Oakdale, CA (in Stanislaus county)	1604	10.9%	34725	3785
95367	Riverbank, CA (in Stanislaus county)	618	14.2%	25037	3555
95386	Waterford, CA (in Stanislaus county)	265	17.1%	10371	1773
95357	Modesto, CA (in Stanislaus county)	507	10.0%	13740	1374
95326	Hughson, CA (in Stanislaus county)	388	13.3%	10254	1364
95328	Keyes, CA (in Stanislaus county)	80	23.8%	3585	853
95329	La Grange, CA (in Stanislaus county)	20	15.3%	2497	382
95319	Empire, CA (in Stanislaus county)	26	20.3%	1658	337
95313	Crows Landing, CA (in Stanislaus county)	75	21.1%	1250	264
95323	Hickman, CA (in Stanislaus county)	49	12.5%	1489	186



American Community Survey Data. American Community Survey (ACS) data is pulled directly from the Census's API, using the ACS 5-year estimates. While this product uses data from the Census Bureau Data API, it is not endorsed or certified by the Census Bureau.