



The Central Valley AgPlus Food and Beverage Manufacturing Consortium:

California is the largest agricultural economy in the U.S. and among the top ten globally. The Central Valley – 28 counties located in California’s heartland – plays a dominant role in this economy as America’s Farm-to-Fork Capital.

In 2015, the U.S. Economic Development Administration designated the AgPlus Consortium as an **Investing in Manufacturing Communities Partnership (IMCP)** region, one of 24 across the country. The goal of IMCP is to accelerate the resurgence of American manufacturing, which the AgPlus Consortium is doing through its IMCP Action Plan. We are working to catalyze the growth and resilience of food and beverage manufacturing businesses and middle-skills jobs in the Central Valley, one of the most economically challenged regions in the country but also with tremendous assets.

IMCP AgPlus Leads and Members

- Valley Vision, serving the Sacramento Region
- Center for Economic Development, CSU Chico, serving the North State
- Office of Community and Economic Development, CSU Fresno, serving San Joaquin Valley
- More than **52 Consortium members**, including businesses, cities and counties, universities, colleges, workforce boards, SBDCs, COGs, trade centers and more.

California’s Central Valley – Key Facts

The region is an economic powerhouse, but accelerating the growth of food and beverage manufacturing will bring added economic opportunity and competitive advantage while strengthening state and national economies:

- Farm gate value of **\$47 billion** (2015) - **68%** of California's total, greater than **19 U.S. States combined**
- **\$11 billion** in agricultural exports (2011)
- More than **1,650** food and beverage manufacturers, with over **67,800 jobs**
- **\$43.2 billion** in total Central Valley food and beverage manufacturing output
- Share of California’s food and beverage manufacturing output at **40%**, compared to its **68%** share of farm gate value – indicates a large leakage of value-added outside the region
- Nearly **52,000** projected job openings by 2022 in manufacturing occupations, while average age of a skilled manufacturing worker is 56.



AgPlus Action Plan Strategies:

The AgPlus IMCP Action Plan has six integrated strategies to strengthen the manufacturing ecosystem:

- Workforce and Skills Building
- Innovation
- Infrastructure
- Capital Access
- International Trade
- Regulatory/Policy

Some Accomplishments Thus Far

Workforce and Skills Building

- Conducted Workforce Assessment and Skills Gaps Analysis for \$7.2 billion Food and Ag Cluster (SACOG, Valley Vision, Los Rios CC)
- Leveraging new state Community College funding for career technical education (CTE)
- First-ever Workforce Summit for the California League of Food Processors
- Developing California's first certified farm apprenticeship program for next generation of growers (Center for Land-Based Learning, Soil Born)

Infrastructure

- Conducting Agtech pilot projects in Yolo and Fresno Counties to document broadband infrastructure gaps and benefits for new technologies
- Assisting development of new business incubators and food hubs to grow food entrepreneurs and new market channels

IMCP Regions:

There are 24 regions across the United States with the IMCP designation. AgPlus is one of only four regions focused on food and beverage manufacturing.

Innovation

- 16 grant to WET Center (Water, Energy Technology) at Fresno State, leveraging new \$3 million grant from the California Energy Commission to increased resource efficiencies
- AgStart incubator, spin out from UC Davis/SARTA i6 grant, serving almost 20 entrepreneurs
- Working with EDA to host a Northern California Americas Competitiveness Exchange

Capital Access

- Conducting USDA-funded workshops for rural food businesses on financing and resources
- Leveraged funding to assess Regional Finance Fund; planning a food and ag Funders Forum

International Trade

- Minority Business Development Program and feasibility study for new Pacific Rim Institute (Cal Asian Pacific Chamber of Commerce)

Regulatory/Policy

- Rural definition change in eligibility, from 50,000 resident, to "rural in character," or exemptions

