



GREATER SACRAMENTO
ECONOMIC COUNCIL

El Dorado County

Economic development update

March 25, 2025

#3 economic development organization: 2022-2024

Board of Directors leadership



GSEC's impact: 2015-2024

118
companies

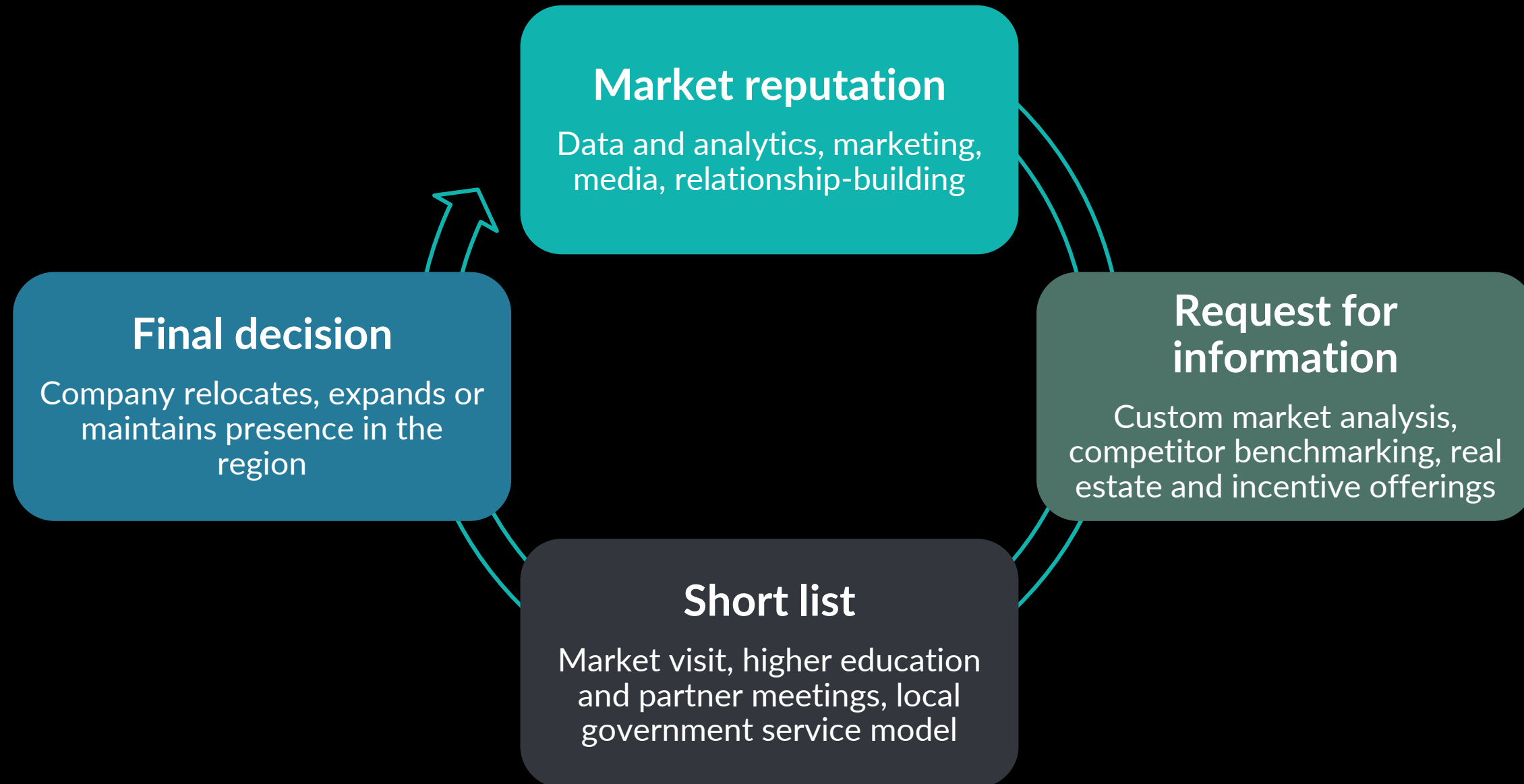
\$15.2B
economic output

33.4K+
jobs

\$22.16
tax revenue per
\$1 invested

\$9,612,239
local tax revenue

The cycle of investment decisions



How GSEC helps companies move to Greater Sacramento

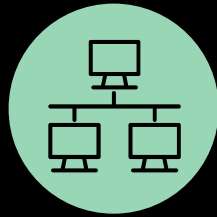
Funded by private and public investors, GSEC's services are free of charge to businesses



Real estate selection
assistance



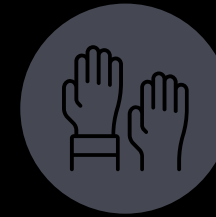
State and local
incentive identification



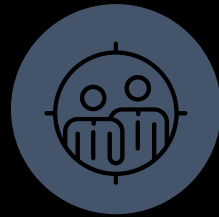
Custom research and
analytics



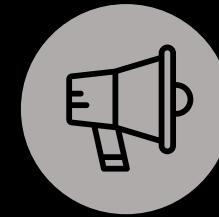
Connections to
consulates and service
providers



Hiring support



International
relocation assistance



Public relations and
marketing

Data and analytics drive economic change



#2
region for tech growth



#2
region for life science growth



#8
region for job growth



#8
fastest growing region for
educational attainment

Brookings Metro Monitor	2017	2023	2024
Growth	66	22	15
Prosperity	72	28	17
Inclusion	80	5	4
Racial Inclusion	n/a	17	9
Geographic Inclusion	n/a	14	3

Sources: Business Facilities Magazine; Brookings Institution, Metro Monitor; BLS, Total Non-Farm Payroll Employment February 2024; US Census Bureau, 2019-2023 ACS 1-Year Estimates

MARKET MOMENTUM

Globalize Greater Sacramento

2009 ●

micron

2019 ●

SK pharmteco

2022-
2023 ●

SOLIDIGM

\$9B investment

BOSCH

CA's largest semiconductor investment in 30 years (\$1.9B)

2024 ●

SAMSUNG Qualcomm AMD

2025 ●

SAGGIE
SQUARE

\$1.1B life science center



TRANSFORMATIONAL INITIATIVE Capital Acceleration Network



Foster connections for high-value and high-growth founders



Bring VCs into market and partner on roadshows



Support creation of local funds and grow connections with national follow-on funds



TRANSFORMATIONAL INITIATIVE

Major league sports



MLB '28 – rally the megaregion around adding a Northern California pro team



Continue pressure to land MLS



Garner support to fund and build major league stadium in the region



Support Sac State in becoming a Division I team



TRANSFORMATIONAL INITIATIVE

Market Velocity



Elevating municipal performance on deal flow



Competitiveness Council members identify and report on statewide and national best practices in key areas



Regional scan complete in October 2024 – wrapped into California Jobs First initiative



El Dorado County was the first completed community assessment



TRANSFORMATIONAL INITIATIVE

Market Velocity



Communities participating:

- City of Auburn
- City of Davis
- City of Galt
- City of Lincoln
- City of Sacramento
- Yuba City
- El Dorado County
- Sutter County

Community impact

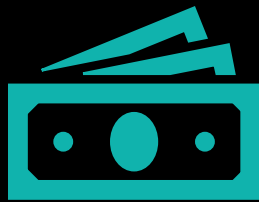


17

Total research
cases completed

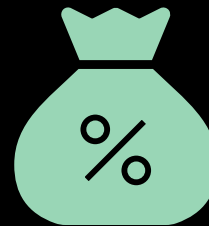
El Dorado County

9-year local economic impact



\$433,841

investment



\$9,612,239

local tax revenue



22:1

ROI

Driving economic excellence: GSEC & El Dorado County partnership

- El Dorado County invested \$63,149 in FY 24/25 and has received a 22:1 revenue ROI on its investment in GSEC since joining
- \$35,000 in value from research projects in FY24/25 alone
 - Market Velocity Initiative
 - Industry & Occupation Reports
 - Prior year \$47,000 in value for Caldor Fire impact analysis, strategic planning assistance, four additional research cases
- GSEC x El Dorado County engagED forum highlighted economic strategy to key community leaders
- Growth Factory – \$5M invested, 52 companies accelerated, 225 local jobs created
- GSEC regional branding campaign



Infinite potential: continuing our regional partnership

El Dorado County leadership on GSEC FY24/25 Board of Directors

- Supervisor Brian Veerkamp
- Kyle Zimbelman is the FY 24/25 Chair of the GSEC Economic Development Director's Taskforce and GSEC Board Member, serving alongside 50 CEOs and regional leaders.
- Shingle Springs Rancheria
- Marshall Medical
- Sacramento Soccer & Entertainment Holdings
- SK Pharmteco

One marketplace: communities share the economy

32.6% of residents work outside of El Dorado County

Community	% of workers work outside of community	% of workers work inside county of residence	% of workers work outside of the county
El Dorado County	N/A	64.0%	32.6%
El Dorado Hills	57.9%	52.4%	46.9%
Placerville	52.6%	84.8%	15.2%

Source: US Census Bureau, 2023 ACS 1-Year Estimates; US Census Bureau, 2023 ACS 5-Year Estimates

State of Intel Corporation

-15%

Cut to Intel's Workforce
from August 2024 to end of
2025

-\$1.1B

Revenue loss from in 2024
versus 2023

-\$10B

Intel spending cuts from Q2
2023 to end of 2025

-2,000

Jobs lost since 2018

-50%

Drop in Intel stock value
over the past year

-\$3.2M

Potential annual revenue
loss to El Dorado County
and schools in event of full
closure

Source: Intel, Press Release; Intel, Q4 and Full-Year 2024 Financial Results; Yahoo News, Folsom Times, AP, GSEC using IMPLAN

*Note: Annual revenue loss is from a loss of 4,000 local employees making \$150,000 on average

El Dorado County at a crossroads

Regional growth, creates local impact

- **Reducing regional dependence:** 33% of residents work outside of the county
- **Quality of life:** Effective growth management by increasing local job production; reducing VMT
- **Entrepreneurship:** Supervisor Hidahl, GSEC & Growth Factory partnered on fund for emerging El Dorado startups, GSEC assisted in Ansync Labs expansion
- **50 Corridor momentum extends to El Dorado Hills:** Solidigm, Samsung, AMD, Azimuth AI, Qualcomm, Blaize IPO

Source: US Census, 2015-2022 ACS 1-Year Estimates



Taking control of your destiny



Continue to leverage high net worth individuals and Growth Factory to build startup ecosystem



Partner with GSEC to drive high-wage employment opportunities



Continue to drive the economic well-being of the Highway 50 corridor



Continue leveraging GSEC strategic planning and research support for decision making



BE MORE. DO **GREATER** **SACRAMENTO.**

A movement to tell the story
of our region's transformation

- Chaired by Sacramento Kings and VSP Vision
- A business brand built with input from 3,800+ current and former residents
- 50 regional public, private and nonprofit organizations signed up to support the launch
- Running regional campaign spring 2025 and expanding nationally and globally thereafter



#3 EDO in the world

Est. 2015

Executive & Administrative



Barry Broome
President & CEO



Brittany Jones
Chief Performance Officer



Troels Adrian
Executive Vice President



Matthew Miller
Chief Strategy Officer

Marketing & Communications



Jasmine Ward
Vice President, Marketing & Communications



Hugo Martinez
Associate Creative Director



Brianna Buda
Communications Manager

Administration & Engagement



Dana Thomas
Director of Finance



Olivia Cano
Director of Events & Engagement



Isabel Drapela
Investor Engagement Coordinator

Business Development



Hayden Kandul
Senior Business Development Project Manager



Nick Guptil
Associate Project Manager, Business Development



DaSean Spencer
Business Development Coordinator

Research & Strategy



Joe Figueroa
Manager of Research




Lucy Lu Roberts
Research Analyst

Thank you!

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