



2016

California Central Valley EDC

Eight Counties, One Contact 888-998-2345



SITE SELECTION

CCVEDC offers free and confidential assistance with:

- Real Estate
- Incentives
- Regional Data
- Site Tours

WHO WE ARE

California Central Valley Economic Development Corporation (CCVEDC)



- San Joaquin
- Stanislaus
- Merced
- Madera
- Fresno
- Kings
- Tulare
- Kern

KEY INDUSTRIES

- Agribusiness & Food Processing
- Health & Wellness
- Manufacturing
- Logistics
- Energy

- County Profiles
- Demographics
- Real Estate Stats
- Top Deals by County
- Incentives

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California Central Valley County Business Profiles

*Located in the middle of the world's 6th largest economy and California's 38+ million consumers, Central California is experiencing growth in Distribution, Food Processing, Manufacturing, Health and Energy. Our counties have available sites, room to grow, affordable housing and a good quality of life with proximity to some of the best outdoor recreational areas in the world. It is also home to the most **business friendly counties** in the state.*

Fresno County

Centrally located between California's major markets, Fresno County's is the top agriculture producing county in the U.S. and California's 5th largest city. Fresno County supports a variety of major industries including manufacturing, logistics & distribution, health care, food processing, technology, water tech, and biotech and has attracted companies like Kraft Foods, Activision Blizzard, Chevron, PPG Industries, Schneider Electric, and KW Automotive to name a few. It is one of only two areas in California where UPS, FedEx, and OnTrac guarantee standard next-day ground delivery throughout the state.

Kern County

Kern County is often referred to as "The Golden Empire," because of its rich history of gold, oil and agricultural production. Kern is the nation's leading petroleum-producing county and consistently ranks among the top five agricultural counties in the United States. The county is host to major freeway systems, providing access across California and beyond! Kern has become the distribution hub for some of the world's largest companies with over 50 distribution centers. It has the largest wind and solar projects in the world and is a 4 hour drive from 90% of state's population. Kern is home to Mojave Air and Space Port, Edwards AFB, and China Lake Naval Air Weapons Center.

Kings County

Kings County is home to major food processors, including Del Monte Foods, Leprino Foods, Marquez Brothers and OLAM Vegetable Ingredients. Also resident is Naval Air Station Lemoore,

Center Yourself in 80% of California's New Growth!



recently announced as the home base of the Navy's newest strike fighters, the F-35C. Kings County is flanked by State Route 99 and Interstate 5, providing excellent logistical connection to California, the west coast and the Pacific Rim.

Madera County

Madera County is located in the world's most productive agriculture region. In 2014, the gross value of Madera County's agriculture commodities was over 1.5 billion, making the County a natural choice for food processing and ag-related industries. Madera County is home to over 100 manufacturing companies with a high concentration of food manufacturing and packaging facilities. Major operations include: Constellation Wines, Ardagh Glass, JBT Food Tech, Warnock Foods, Azteca Milling, and Georgia Pacific. Madera County is also a natural fit for distribution as the geographical center of California.

Merced County

Merced County is the proud home to a number emerging technology, renewable energy, food processing, agriculture, and manufacturing companies including Foster Farms, Hilmar Cheese, E&J Gallo Winery and Google who leases 60 acres at Castle Commerce Center to advance their self-driving car technology. With easy highway connectivity via State Route 99 and Interstate 5, close proximity to major cargo airports, seaports and the nation's two largest railroads, BNSF and Union Pacific, Merced County is well positioned to meet all logistics requirements throughout California and the Pacific Rim.

San Joaquin County

San Joaquin County (East of the San Francisco/Oakland Bay Area) has seven cities and 711,797 people. Its diverse industry mix of agriculture, e-fulfillment centers, advanced manufacturing, data centers/call center and service industries has attracted companies like Applied Aerospace, Amazon, Tesla, Pacific Medical, Medline, FedEx, Owens & Minor, and Crate & Barrel. Located less than 60 miles from the Port of Oakland, its transit modes include: the Port of Stockton, Union Pacific Railroad and BSNF Railway Intermodals, Stockton Metropolitan Airport, and a highway transportation system that links the county to major urban markets through Interstates 5, 205, 580, and State Route Highway 99.

Stanislaus County

Stanislaus County is a highly integrated economic engine that is driven by agriculture, food processing, packaging, advanced manufacturing, emerging technology and logistics industries. It is home to E&J Gallo Winery, Bronco Winery, Del Monte, Frito Lay, Foster Farms, ConAgra, Blue Diamond Growers, Hilmar Cheese, Seneca Foods, Pacific Southwest Container, Stanislaus Food Products, Boyd Corporation, Bell-Carter Packaging, Plastipak, Georgia Pacific, Evergreen Packaging and many others. They are well connected to the Northern California region through State Route 99 and I-5, and the two largest Class 1 Railroads in the country, the Union Pacific and BNSF.

Tulare County

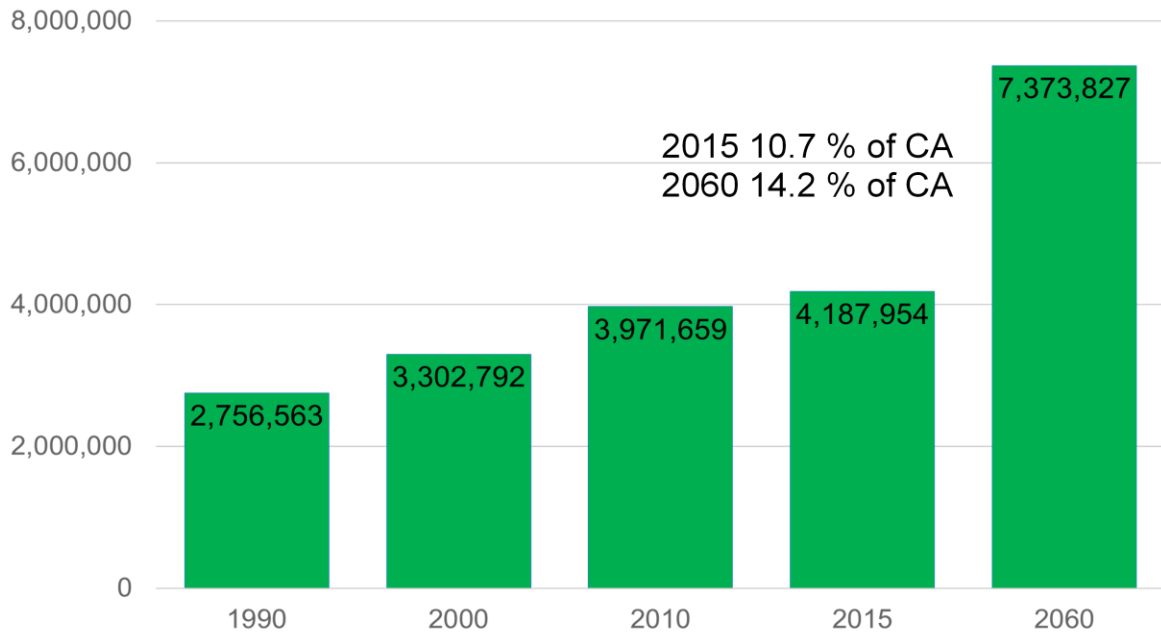
Tulare County is located along the north/south transportation corridor State Highway 99 and serves as the West Coast distribution hub for Best Buy Co., JoAnn Stores, VF Outdoor Inc., VWR, Patterson Logistics and WalMart. As the leader in the nation for agricultural crop production (\$7.8 billion) and dairy production (\$2.1 billion), Tulare County is key to our major food processing employers such as Land O'Lakes, Saputo Cheese, Kraft Foods, Advanced Food Products, Nestles', Foster Farms, Ruiz Foods, Sunkist and Odwalla to produce nutritious food and beverage products sold throughout the nation and world.

California Central Valley Demographics

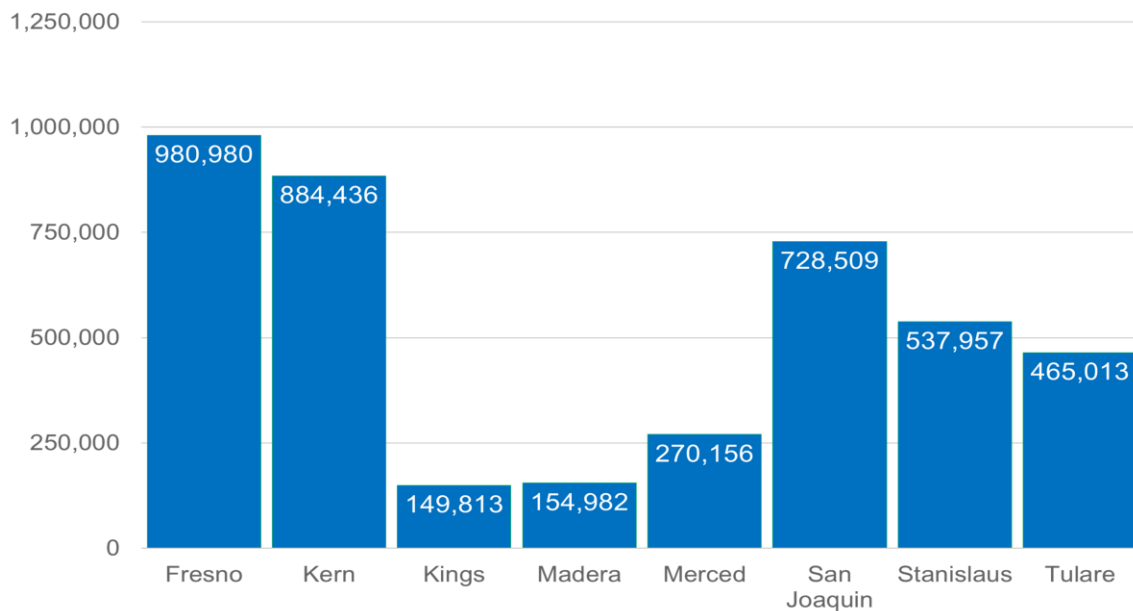
2016	Fresno	Kern	Kings	Madera	Merced	San Joaquin	Stanislaus	Tulare	Region
									Totals / Avg.
Population <i>2015 Annual Avg</i>	980,980	884,436	149,813	154,982	270,156	728,509	537,957	465,013	4,171,846
Labor Force <i>2015 Annual Ave.</i>	444,200	393,800	58,400	60,600	115,100	316,900	242,700	203,400	1,835,100
Unemployed Rate <i>2015 Annual Avg</i>	10.2	10.2	10.5	10.5	11.4	8.9	9.5	11.7	10.4
Private Sector Jobs (EDD) <i>2014 Annual Avg</i>	255,800	196,900	24,000	26,500	45,700	178,800	139,800	88,000	955,500
Manufacturing Jobs (EDD) <i>2014 Annual Avg</i>	25,500	14,200	4,900	3,600	9,900	18,900	21,200	12,200	110,400
Per Capita Income (\$) <i>2014 BEA. CA</i>	\$35,785	\$36,165	\$32,371	\$33,043	\$33,865	\$36,136	\$36,365	\$35,240	\$34,870
Gross Domestic Product (millions\$) <i>US BEA 2014</i>	\$37,149	\$39,989	\$5,275	\$4,729	\$7,225	\$23,491	\$18,094	\$13,632	\$149,584
K-12 Enrollment <i>2014-2015</i>	199,366	180,304	28,653	30,865	57,011	143,949	106,920	102,206	849,274
SAT Scores (Avg.) <i>DOE 2013-14</i>	1,376	1,404	1,348	1,367	1,360	1,437	1,442	1,370	1,388
Taxable Sales (\$ 000s) <i>BOE 2013 Current 2-2015</i>	\$13,328,511	\$15,722,694	\$1,564,920	\$1,500,213	\$2,764,904	\$10,031,845	\$7,903,608	\$6,150,669	\$58,967,364
Median Home Price (\$) <i>2015 Avg.</i>	\$217,998	\$215,613	\$187,988	\$217,598	\$196,906	\$283,134	\$246,707	\$185,815	\$218,970

Source: These are the most current numbers as of 5-31-16. CA Department of Finance, DOE, BEA, US Bureau of Labor Statistics, edd.ca.gov, CA Assoc of Realtors.

Population Growth - Central Valley



Population By County- Central Valley



California Central Valley Real Estate

Base, Vacancy and Rental Rates

County	Total Base (Sq. Ft.)	Total Vacancy (Sq. Ft.)	Vacancy Rate	Avg. Asking Rental Rate	Low Rental Rate
Fresno	70,250,104	3,496,443	4.9%	\$0.41	\$0.20
Kern	36,685,264	1,472,399	3.7%	\$0.37	\$0.27
Kings	6,866,222	2,154,000	31%	\$0.16	\$0.12
Madera	6,945,394	22,794	0.033%	\$0.45	\$0.38
Merced	19,721,958	902,568	8%	\$0.34	\$0.16
San Joaquin	109,111,000	5,237,000	4.8%	\$0.32	\$0.25
Stanislaus	67,597,408	3,609,994	3.7%	\$0.39	\$0.30
Tulare	30,400,000	2,991,038	9.8%	\$0.30	\$0.25

Top Real Estate Deals by County 2015-16

Fresno County

- **Fed Ex** will be expanded into a 200,000 sq ft in the city of Fresno, just off Hwy 41 and 99.
- **Covered California** call center has opened a new facility in the city of Fresno with 500 seats
- **Sacramento Container Corp.** purchased 100,000 SF facility in Kingsburg, CA and has since added a new 45,000 SF expansion.
- **Olam's** regional Headquarters has located in the City of Fresno. The facility employs 80 people.
- **Olam** has also purchased processing site in Firebaugh and is currently working to completing an additional expansion.
- **Horizon Nut** built a new facility 400,000 SF facility in Firebaugh, CA that will employ 300 people.
- **Harris Ranch** built a new \$10 million, 281,000 SF facility in Selma that will employ 30 new people.
- **IFCO Systems** leased 204,000 SF facility in Fresno that will employ 80 people.
- **D&H Distributing** expanded their operation into a \$9 million, 200,000 SF facility in Fresno that will employ 40 people.
- **Move Loot** leased a 163,000 SF facility in Fresno that will employ 110 people.
- **Pana- Pacific** has expanded into a \$8.3 million, 150,000 SF facility in Fresno that will employ 100 people.
- **Cargill** expanded into a \$50 million, 124,800 SF facility in Fresno that will employ 300 people.

- **JD Foods** expanded into a \$10.5 million, 65,000 SF facility employing 144 people.
- **Bitwise Industries** expanded into a 53,000 SF facility in Fresno.
- **Quali-T-Ruck Service** expanded into a \$2.8 million, 50,000 SF facility in Fresno with 5 employees.
- **Lightning Source** in Fresno leased a 50,000 SF facility employing 25 people.
- **Caylym Technologies International** expanded into a \$3.5 million, 41,000 SF facility in Fresno employing 53 people.
- **XPO Logistics** leased a 104,000 SF in Fresno.

Kern County

- **American Tire Distribution** built a 1,000,000 sf distribution facility at Paramount Logistics Park in Shafter. The company had previously occupied a nearby 176,500-square-foot building.
- **MRC** expansion under construction for a 85,000 sf facility located at Wonderful Industrial Park in Shafter, with an additional 15 employees.
- **JimmyAsh** purchased 35,000 sf food processing facility, ready for operation 4th quarter 2016, with 60 employees.
- **Prime Valley Warehouse**, purchased a 150,000 sf facility for a manufacturing facility in the beginning phases of operation, 13 employees
- **Central Valley Eggs**, purchased 60 acres of land for a poultry farm under construction 80 employees
- **Sun Select Produce LLC**. The hydroponic farming project is located near Tehachapi and consists of 132 acres. Four greenhouses are under construction with a planned 700 employees at build-out.
- **Ross Dress for Less** built a 1.7M sf distribution facility on 160 acres at the Paramount Logistics Park in Shafter. It will be open for operation in 2015 and employ 1,800 people. Completed
- **MidAmerican Solar's** 579-megawatt Solar Star projects, consisting of two co-located projects in Kern and Los Angeles counties, are currently under construction. The power plant, near Rosamond, is scheduled for completion in 2015, and will be the largest solar farm in the world, employing 650 construction workers.
- The **Fedex Distribution** facility, under construction on 240,000 sf facility in the Paramount Logistics Park in Shafter. completed
- **CHEP** – Built 85,000 sf distribution facility at the North Meadows Business Park in Bakersfield, CA

Kings County

- **Solar companies** - Twenty-five new solar projects are underway on 8,200 acres with the capacity of almost a gigawatt of renewable electric power adding to the 964 acres of solar installations.
- **Tessenderlo Kerley, Inc.** officially opened its sulfur-based liquid fertilizer manufacturing and distribution facility on 46 acres in Hanford in October, 2015. Thirty employees were hired by the company.
- **Verdegaal Brothers, Inc.** has started construction on its 99-10k gallon tank farm to hold sulfuric acid for farm application. In addition, they are completing the construction on a new 125,000 gallon sulfuric acid tank.
- **TriCal, Inc.** purchased 13 acres and 20,000 s.f. of existing buildings in Hanford to locate their farm soil fumigation business. Operations commenced in early 2015.
- **Pitman Family Farms**, a large grower and processor of chickens, turkeys, and ducks, purchased the Cargill grain facility in Hanford's Kings Industrial Park and the adjacent 110 acres of land. The acreage is the site of a loop track currently under production to facilitate the unit trains which will deliver grains to the facility.

- **Costco Development** - at the intersection of Highways 43 and 198. A master planned shopping center featuring Costco as one of two anchors in a 499,000 s.f. , 58 acre project. Ground is expected to be broken by April 1st.
- **Hanford's Adventist Health / Family Birth Center** opened in February, 2016. The facility is 49,000 s.f. with 34 beds, 6 neonatal intensive care units in partnership with Children's Hospital Central California, and 2 operating rooms
- **Tulare Lake Compost** constructed a new facility on 175 acres of marginal farmland, January 2016. Located in southwest Kings County, the company processes biosolids from So. California and blends them with green and ag waste to produce a stabilized, humus-like soil conditioner that, when incorporated into farm land, improves water retention, nutrient conditions, and agricultural productivity.

Madera County

- **Ready Roast**- a Madera almond processing company recently expanded to a 144,000 square foot facility built by Developer Buzz Oates. The food processing operation includes 85 full time employees.
- **North Fork Rancheria**- After the passing of a state referendum the resort/hotel/casino project has encountered some delays but the project is moving forward and is expected to break ground in 2016.
- **Pacific Ethanol**- restarted it Madera County plant. The Plant had been idle for five years. The \$55 million facility produces up to 40 million gallons of corn based ethanol per year and provides 35 full-time jobs
- **Paramount Farms**- is expanding their pistachio processing facility on 250 acres. The expansion will double their capacity to process over 130 million pounds of pistachios and provide an estimated 80 jobs.
- **Freedom Industrial Park**- Span Construction opened Freedom Industrial Park in Madera. The 100 acre development is fully improved and is expected to add approximately one million square feet of industrial space to Madera County's \$7 million square foot base.
- **Deerpont Group Inc.**- Deerpoint built the first building in Freedom Industrial Park. The 65,000 square foot facility will be ready for operation in the Spring of 2016.

Merced County

- **Google** now leases more than 90 acres of land at Castle Commerce Center as they advance their company's self-driving car technology.
- **Castle Commerce Center**, a former Air Force Base, continues to find success with privatization as a dozen private property sales have taken place on site in the past 12 months. Castle also now generates well in excess of \$2 million in annual lease revenues.
- **Frontier Renewables** is developing a 2,000-acre solar project in western Merced County and is expected to employ 325 people over its construction period and invest approximately \$175 million in total economic output.
- **The University of California, Merced** received approval from the University of California, Board of Regents to move forward with its 2020 project, a mixed-use, master planned development to be built on a 219 acres. This project is expected to create 10,800 new construction jobs in the region and inject \$1.9 billion into the regional economy.
- **Ideal Environmental Products & Services** purchased 10 acres in Los Banos and will be utilizing an existing 36,000 square foot structure for manufacturing and selling the Chem-Stor product line of prefabricated metal buildings and platforms. They are one of the top 5 suppliers nationwide of this product and anticipate hiring 40-50 new employees.

San Joaquin

- **Amazon** – 1,017,353 sf, 1,000± employees – the Seattle-based online shopping giant located a new fulfillment center in Tracy.
- **ATI, (Air Transport International)** a full time air cargo service has started operation at the Stockton Metropolitan airport with a temporary 25,800 square-foot open sided structure next to aircraft. They are leasing office space in the terminal building and have 90 ground handlers working at the cargo ramp daily.
- **CRM**, North America's largest Crumb rubber manufacturer, recently moved into the former 135,000 SF Hormel food processing facility in Stockton
- **International Windows (Universal Molding Extrusion Company)** – 318,320 sf, 75 initial jobs – relocated its window fabrication operation to Stockton from its Bay Area location.
- **Medline Industries**, the nation's largest privately held manufacturer and distributor of medical supplies and services has constructed a 1.1 million square foot state-of-the-art northern California distribution center in the Prologis International Park of Commerce in Tracy.
- **Pace Supply Corp.** – 194,990 sf, 40 jobs – opened a second facility in Stockton (San Joaquin County) to provide logistics and fabrication services.
- **South Bay Auto Auction** – 81,000 sf facility in Stockton, 50 employees – remarkets vehicles for credit unions, banks, and finance companies, as well as leasing and rental car companies, and franchised used car dealers.
- **TCP, Inc.** – 135,000 sf - world's largest manufacturer of energy efficient lighting products, expanded its West Coast distribution center in Stockton with the anticipation of creating up to 36 new jobs.
- **Tesla Motors, Inc.** – **430,770 sf, 120 initial jobs** – expanded to Lathrop with a component of its auto parts manufacturing process to service its Bay Area automobile factory.
- **Trinchero Family Estates** – 700,000 sf expansion, has doubled wine-processing capacity at its Westside facility in Lodi, California and added 400 new jobs.
- **Spec Building**- Currently three vacant spec buildings over 250,000 square feet are available and another 12 are planned or under construction in San Joaquin communities.

Stanislaus County

- **Valley Milk**- New powdered milk 100,000 sqft facility will employ 55 people and open late 2017.
- **Opportun**- 5,000 sqft Software development company from the bay area opened up a new office in Modesto. 25 new jobs.
- **Dust Bowl Brewery**- in Turlock added a new 30,000 square foot facility. 20 new employees.
- **Hilmar Cheese**- \$100 million powdered milk facility in Turlock. 100 jobs created.
- **Restoration Hardware**- is under construction on a 1.5 million square foot facility that will serve northern and southern California including markets in Canada.
- **Amazon**- 1.2 million-square-foot Ecommerce Center located within the Keystone Business Park in western Stanislaus County. 3,000 jobs.
- **US Cold Storage**- US Cold Storage expanded in Turlock facility to 9.5 million cubic feet of cold storage. Long range expansion plans total 24 million sf of cold storage space.
- **W.W. Grainger, Inc**- W.W. Grainger built their 820,000 sf, LEED Gold distribution facility at the Keystone West Business Park in Patterson creating 150+ new jobs.

- **HealthSouth** – Is building a new acute care hospital in Modesto. The company purchased 6 acres of land for the new development.

Tulare County

- **AGCO Parts Co.** located their new west coast parts distribution center to Visalia, CA. The AGCO facility will additionally feature the first AGCO-owned training facility on the West Coast.
- **GreenPower Motor Company** purchased land near Porterville Airport in Porterville, CA to build its first plant in the U.S. producing electric-powered heavy duty buses. The company will employ approximately 400 workers.
- **Universal Meditech Inc.** has located its 22,000 sf R&D and Assembly Diagnostic Test Kit facility in Tulare, CA. The company will employ 50.
- **RePlanet Packaging**, a division of RePlanet Recycling began manufacturing clamshell containers in Visalia's Industrial Park and leased a 125,000 sf rail-served facility. The company expects to employ 100 by Fall 2015.
- **Kaweah Container, Inc.**, is expanding in Visalia and purchased a 174,000 sf plant, remodeled and equipped the facility to make corrugated boxes. The expansion included an additional 75 jobs.
- **Perfection Pet Foods** is expanding again and will build a 143,225 sf warehouse next to its existing plant in Visalia.
- **CaliCheese** a \$250 million cheese plant in Tulare, CA, employing 220 people. The 300,000 sf plant will process 4 million pounds of milk per day into American style cheeses.
- **Svenhard's Swedish Bakery** is expanding production capabilities at their Exeter, CA plant to move all bakery operations from Oakland to Exeter. Exeter will be their only baking/production facility.
- **Milk Specialties Global** one of the nation's largest providers of high-quality milk and whey proteins, has begun production of milk protein concentrate in Visalia for ready-to-drink nutritional beverages.
- **California Dairies Inc. (CDI)** in Visalia, is adding a third evaporator to meet export specifications on value-added milk powders. It annually produces 47% and ships 18 billion lbs. of California's milk.

California Central Valley and State Incentives

The State of California and local jurisdictions have several programs, opportunities and business friendly policies that may be of interest to companies interested in expanding or establishing a California operation. Some communities may offer additional programs that are not listed. The following is a summary of region-wide programs:

Targeted Tax Credits and Exemptions

California Competes Tax Credit

The California Competes Tax Credit is an income tax credit available to businesses that want to come to California or stay and grow in California. Unlike the Enterprise Zone program this program is statewide. Thus, there are no geographic restrictions. Tax credit agreements will be negotiated by GO-Biz and approved by the “California Competes Tax Credit Committee.”

<http://www.business.ca.gov/Programs/CaliforniaCompetesTaxCredit.aspx>

(Partial) Sales and Use Tax Exemption

A partial exemption of sales and use tax on certain manufacturing biotechnology and research and development equipment purchases is available. The partial exemption applies only to the state sales and use tax rate portion, currently at 4.1875 percent. The exemption does not apply to any local, city, county, or district tax. All manufacturers (NAICS Codes 3111 - 3399, inclusive), Research and Development in Biotechnology and Research and Development in the Physical, Engineering, and Life Sciences (NAICS Codes 541711 and 541712, respectively).

http://www.boe.ca.gov/sutax/manufacturing_exemptions.htm#page=Overview

(Full) Sales and Use Tax Exclusion – Advanced Manufacturing & Transportation and Alternative Energy

A sales tax exclusion from both state and local sales tax collection on equipment purchases for qualifying businesses that conduct qualifying activities. Sales tax rates vary by jurisdiction (typically 7% to 9.25%).

<http://www.treasurer.ca.gov/caeatfa/ste/index.asp>

New Employment Hiring Tax Credit (NEC)

The New Employment Credit (NEC) is available for each taxable year beginning on or after January 1, 2014, and before January 1, 2021, to a qualified taxpayer that hires a qualified full-time employee on or after January 1, 2014, and pays or incurs qualified wages attributable to work performed by the qualified full-time employee in a designated census tract or economic development area, and that receives a tentative credit reservation for that qualified full-time employee.

https://www.ftb.ca.gov/online/New_Employment_Credit_Reservation/index.shtml

California Research & Development Tax Credit

Corporate income tax credits are available to companies that have incurred qualified research expenses in California. A taxpayer qualifies for the credit if it paid or incurred qualified research expenses while conducting qualified research in California. The taxpayer may receive up to 15 percent of the excess of current year research expenditures over a computed base amount.

<https://www.ftb.ca.gov/businesses/credits/rd/>

Innovation Hubs

In an effort to harness and enhance California’s innovative spirit, the state of California launched its forward-thinking Innovation Hub (iHub) program. The iHub program improves the state's national and global competitiveness by stimulating partnerships, economic development, and job creation around specific research clusters through state-designated iHubs. <http://www.business.ca.gov/Programs/Innovation.aspx>

Empowerment Zones

The federal government has designated sections of several California communities as Renewal Communities, Empowerment Zones and Enterprise Communities (RC, EZs and ECs). The cities of Fresno, Los Angeles, Santa Ana, San Diego, San Francisco, Orange Cove, Parlier, and the counties of Imperial and Riverside have designated RCs, EZs or ECs. www.hud.gov/offices/cpd/economicdevelopment/programs/rc/tour/ca/

Foreign Trade Zones

California's Foreign Trade Zones (FTZ) are located in San Francisco, San Jose, Long Beach, Oakland, West Sacramento, San Diego, Palmdale, Los Angeles, Port Hueneme, Merced/Madera/Fresno/Tulare counties, Stockton, Palm Springs, Santa Maria, Victorville, Eureka and Imperial, Butte and Riverside counties.

FTZs are secured areas legally outside of U.S. customs territory usually located in or near customs points of entry. FTZs allow entry of foreign or domestic merchandise without formal customs entry or government excise taxes.

www.ia.ita.doc.gov/ftzpage

Net Operating Loss Carryover and Carryback

If you're like most business owners, you won't see a profit in your first year of operation. As your business grows, you may face one or more years in which your business' expenses exceed its income. In other words, the business may have a loss, which may translate into a Net Operating Loss (NOL) deduction. How this loss can be used to offset other income depends upon how your business is structured.

California law allows businesses to use Net Operating Loss carryovers. California now has NOL carry backs.

http://www.ftb.ca.gov/professionals/taxnews/2014/February/Article_5.shtml

PG&E Enhanced Economic Development Rate (E-EDR)

For qualifying businesses expanding or locating in the Central Valley, Pacific Gas & Electric offers a reduction of industrial electrical rates of up to 30% for up to five years.

http://www.pge.com/includes/docs/pdfs/mybusiness/energysavingsrebates/economicdevelopment/factsheet/EDR_FactSheet.pdf

Financing Programs

Industrial Development Bonds

Industrial Development Bonds (IDBs) are tax-exempt securities issued up to \$10 million by a governmental entity to provide money for the acquisition, construction, rehabilitation and equipping of manufacturing and processing facilities for private companies. IDBs can be issued by the I-Bank, local Industrial Development Authorities, or by Joint Powers Authorities. http://www.ibank.ca.gov/industrial_dev_bonds.htm

SBA 504 Loans

SBA (Small Business Administration) 504 loans are marketed, processed, closed and serviced by Certified Development Corporations (CDC). Through the SBA 504 program, CDCs provide up to 90% of fixed-asset financing costs. The second mortgage, long-term, fixed-rate financing nature of the program allows banks to participate in business expansion by reducing risk exposure. The benefit to the borrower is a lower down payment requirement (10%) and a longer-term, fixed-rate loan, which translates into reduced monthly payments.

www.sba.gov/loanprograms

Small Business Loan Guarantee (SBLGP)

The California Small Business Loan Guarantee Program (SBLGP) assists businesses with the creation and retention of jobs while encouraging investment into low- to moderate-income communities. The SBLGP enables small businesses to not

only obtain a loan it could not otherwise obtain but more importantly helps to establish a favorable credit history with a lender so the business may obtain loans in the future on its own without the assistance of the program.

<http://www.bth.ca.gov/sblgp.htm>

California Capital Access Program

The California Capital Access Program (CalCAP) encourages participating banks and lending institutions to provide loans to small businesses that fall outside of conventional underwriting standards. Small business owners that have difficulty in obtaining conventional financing may qualify for a CalCAP loan through any CalCAP lender.

<http://www.treasurer.ca.gov/cpcf/cap/sb/index.asp>

California Capital Access with Collateral Support (CalCAP - CS)

CalCAP CS pledges cash to cover the collateral shortfall of loans of \$100,000 or more. CalCAP CS provides up to 40% of the loan value, with the possibility of an additional 10% for businesses located in a Severely Affected Community. Small business lenders loaning to businesses classified as a small business under U.S. Small Business Administration guidelines and that have fewer than 500 FTEs. The borrower's primary business and at least 51% of its employees or business income, sales or payroll must be in California. The business activity resulting from the bank's loan must be created and retained in California.

<http://www.treasurer.ca.gov/cpcf/cap/collateral/index.asp>

Pollution Control Tax-Exempt Bond Financing Program

Private activity tax-exempt bond financing is available to California businesses for the acquisition, construction, or installation of qualified pollution control, waste disposal, waste recovery facilities, and the acquisition and installation of new equipment.

<http://www.treasurer.ca.gov/cpcf/bondfinancing.asp>

Alternative and Renewable Fuel and Vehicle Technology Program

The statute allows the Energy Commission to use grants, loans, loan guarantees, revolving loans, and other appropriate measures. Eligible recipients include: public agencies, private businesses, public-private partnerships, vehicle and technology consortia, workforce training partnerships and collaboratives, fleet owners, consumers, recreational boaters, and academic institutions. The Energy Commission must prepare and adopt an Investment Plan and convene an Advisory Committee to assist in preparing the Investment Plan.

www.energy.ca.gov/altfuels/index.html

Beverage Container Recycling Grant Program

The Department of Conservation provides funding annually in the form of grants for beverage container recycling and litter reduction programs. The Department typically seeks projects that provide convenient beverage container recycling opportunities in California; however, the focus may change with each new solicitation.

<http://www.calrecycle.ca.gov/BevContainer/Grants/>

Recycling Market Development Zone (RMDZ) Revolving Loan Program

The RMDZ Revolving Loan Program makes capital available for California manufacturers located in RMDZs. The program provides direct loans to eligible businesses that manufacture recycled raw materials, produce new recycled products, or that reduce waste from the manufacture of a product. <http://www.calrecycle.ca.gov/RMDZ/Loans/>

USDA Rural Development

The U.S. Department of Agriculture (USDA) sponsors "Business & Industry" guaranteed loans in rural communities. USDA guarantees up to 80% on loans of \$5 million or less and up to 70% on loans up to \$10 million. Rates are fixed or variable

and negotiated between lender and business. Terms are typically seven years for working capital, 15 years on equipment and 30 years on real estate.

<http://www.rurdev.usda.gov/ProgramsAndOpportunities.html>

Local Revolving Loan Funds

Enterprising communities throughout California have recognized that Revolving Loan Funds (RLF) are important economic development tools. The United States Economic Development Administration, Department of Agriculture and Housing and Urban Development's Community Development Block Grant Program typically capitalize RLFs. Their proceeds often provide critical capital to deserving small businesses, which in turn, provide needed jobs in urban and rural areas throughout California. *Contact your local city or county for more information.*

Workforce Incentives

Job Referral and Placement

America's Job Center of CaliforniaSM (AJCC) is your easy one-stop access to the state's employment-related services. Explore the resources through this Web portal or visit a local center. Employers can get help in posting job openings and recruiting candidates.

<http://www.americasjobcenter.ca.gov/>

Worksharing Unemployment Benefits

The Work Sharing Unemployment Insurance program allows for the payment of benefits to employees whose hours and wages have been reduced. Any employer who has a reduction of production, services, or other conditions that cause the employer to seek an alternative to layoffs can consider participating.

http://www.edd.ca.gov/Unemployment/Work_Sharing_Program.htm

Employment Training Panel

A cash reimbursement for training cost incurred by employers set by a pre-determined two-year performance based contract. Contracts vary based on number of employees enrolled, hours of training, training material and employee wages.

<http://www.etp.ca.gov/>

Work Opportunity Tax Credit

The Work Opportunity Tax Credit (WOTC) provides a tax credit of up to \$9,000 for employers who hire individuals who belong to one or more of the nine target groups specified in the law.

http://www.edd.ca.gov/Jobs_and_Training/WOTC_Target_Groups.htm

Source: State of California www.business.ca.gov and additional agencies listed.