

SPRING ZOOM: Opportunity in Motion

CALIFORNIA

CENTRAL VALLEY EDC

5/12/26



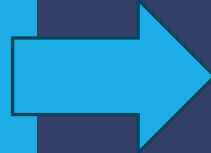
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California Central Valley EDC



One Region... One Contact

In Central California, business still happens face-to-face, where companies can work directly with local leaders and decision-makers.



SITE SELECTION

CCVEDC offers free and confidential assistance with:

- Real Estate
- Incentives
- Regional Data
- Site Tours

WHO WE ARE

Central California Counties

- Merced
- Madera
- Fresno
- Kings
- Tulare
- Kern



KEY INDUSTRIES

- Ag Business/Food Processing
- Advanced Manufacturing
- Logistics and E-Commerce
- Health and Medical
- Energy & Natural Resources
- Business & Professional Services

WORKFORCE

Workforce Partners in Central California offer:

- Recruit, pre-screen and qualify job candidates
- Labor market and wage information
- Custom training and upskilling programs
- Access to employment and training incentives

Agenda



Joe Vargas, President Wonderful
Real Estate Development



Ethan Smith, SVP Newmark
Pearson Commercial



Why Central Valley

Region Growth
Development
How We Compare
Competitive Edge



Market Review

Performance
Survey Results
Highlights /Lowlights
Key project updates



County Reports

Kern County
Kings County
Tulare County
Fresno County
Madera County
Merced County



Questions

Summary
Questions and Answers



Sponsor Property Pitch

Lee & Associates
Colliers Central Valley
CBRE
Pearson Companies
Wonderful



Thank you



Central California

WHERE INDUSTRY MEETS OPPORTUNITY

STRATEGIC LOCATION

Central California is one of the fastest growing real estate markets on the West Coast, with land and leasing costs often half the price of major industrial markets.



Logistically, few places are better situated than Central California.

With its proximity to the state's two urban population centers and key transportation lines, the central location is ideal for manufacturers and distributors with suppliers and customers in both markets.



"As port-adjacent markets become constrained, more occupiers are looking inland to California's Central Valley for large-scale distribution."

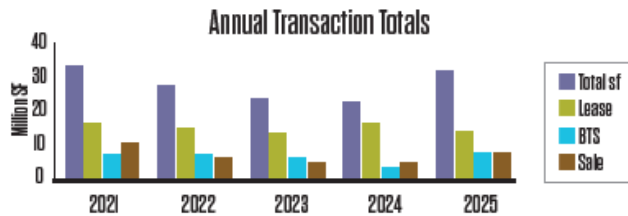
- Colliers International

Industrial Real Estate Market

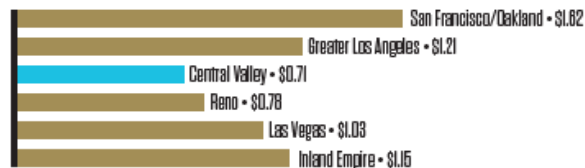


Market Trends

Industrial real estate across the eight-county San Joaquin Valley remains one of California's most active markets, driven by sustained demand for logistics and distribution space. While activity has moderated from peak levels, fundamentals remain strong with vacancy stabilizing at 5.2% and positive absorption returning. The market is increasingly split, with strong demand for large-scale distribution facilities while mid-size inventory softens. Year-end 2025 had 29.1 M sf transacted with 12.9 M sf in leases (30% renewals), 8.1 M sf in build to suits (BTS) and 8.2 M sf in sales. Leases were down slightly, and BTS and sales activity increased.



Warehouse Lease Rates NNN



Page Sources: Colliers International, Pearson Companies, Iere & Associates, CBRE

Grow Here.

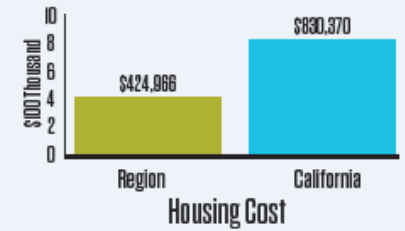
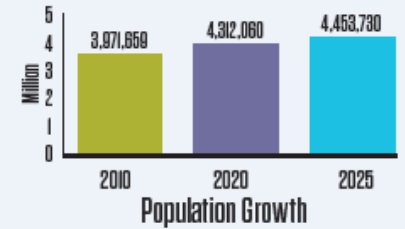
- Center of 4th largest World Economy
- California's Food & Logistics Corridor
- Lower Drayage and Logistics Costs
- Dual Rail Lines and Traffic Corridors
- 4 Deep Water Ports nearby
- 3 Metro Passenger Airports
- 4 Public Universities, 14 Community Colleges/Focus on CTE



INDUSTRIAL BASE GROWTH

300M SF in 2017 to 400M SF in 2025

REGION BY THE NUMBERS



Population
4.45 million

Labor Force
1.85 million

Unemployment
8.1% vs State 5.3%

Current Dollar GDP
\$262.64 billion

Taxable Sales
\$145 billion

Median Household Income
\$74,291

San Joaquin Valley



Proximity to Markets

Centralized access to raw materials and California's 40 million consumers



Lower Operating Costs

Ranking lower costs from living to logistics



Availability of Skilled Labor

A large regional pipeline of young and diverse CTE workforce



Developers in the Market

- Scannell Properties
- CapRock Partners
- California Ventures
- NorthPoint Development
- Wonderful Real Estate Development
- Dermody Properties
- Panattoni Development
- Span Construction
- G3 Development
- Broadstone
- Seefried
- Brailsford
- Greenlaw
- Rexco
- Crow Holdings
- Majestic
- ProLogis

Highlights

HIGHLIGHTS

- Continuous growth of industrial base and businesses
- Job creation is valued
- Urban and rural locations available
- Ability to develop, own or lease
- Overnight ground shipping to all of CA
- Lower operating and occupancy costs
- Population and Workforce Expanding



Market Overview

418 Million SF
Industrial
Base

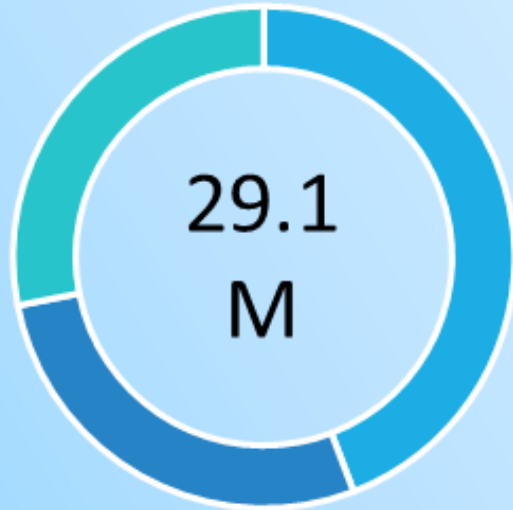
5.2% Vacancy
Rate

\$0.71 NNN
Average Lease
Rate

29.1M SF
2025
Transactions

Key Regional Transactions 2025

Type Transactions



■ Lease
 ■ BTS
 ■ Sale

BTS		Lease		Lease Cont'd		Sale	
Costco DDC Ecommerce	1,736,724	CJ Logistics	1,391,610	Costco Wholesale/ Prologis	403,560	EQT Exeter/ CenterPoint	2,041,772
Pepsico / Prologis	1,700,000	Georgia Pacific	1,300,256	Hawthorne Hydroponics	388,971	Dermody/BGO	1,135,653
Ecommerce/IDI Logistics	1,200,000	Amazon	1,000,378	Tesla Motor Co.	344,654	Kin Properties / CenterPoint Properties	935,120
Safavieh Rug	820,000	PG&E	921,033	Jeld-Wen	222,375	D&H/STAG Industrial	410,925
Home Depot / Trammel Crow	655,200	Melissa & Doug	617,729	The Hillman Group	215,844	Wawona (Paine Schwab)/ G3	360,207
AutoZone	560,000	Smuckers	536,073	Sonoco Products	202,550	LBA Realty/Prologis	283,712
Amazon	248,786	Cal Dairies	527,500	Multi Steps	200,000	Bering Capital Partners	208,000
Pepsico	216,000	AmerCare Royal	506,844	Kelly Spicers	158,980	Graceada Partners / Cable Family	182,547
Reyes Coca Cola	205,000	Coastal Pacific Food Dist.	500,004	Southwest Traders/ DRA Advisors	150,000	Southern Tire Mart/ LS Auto Mall	165,474
California Dairies	200,000	KeHE Dist.	453,500	American Tire	147,840	Estes Express / YRC	152,580
Frito Lay	200,000	BMW	434,980	Unknown	144,000	Ccbp Holdings/ Foster Farms	144,800
Sprouts	175,906	Allen Distribution	419,608	Pactiv	135,007	Graceada Partners / WHSE Partners	144,300
Coast Aluminum/ Alder Ind.	163,000	STAG Industrial / D&H	410,925	AGCO/Seefried Industrial Properties	115,000	DH Gerber Holdings/Tower Inv	120,255

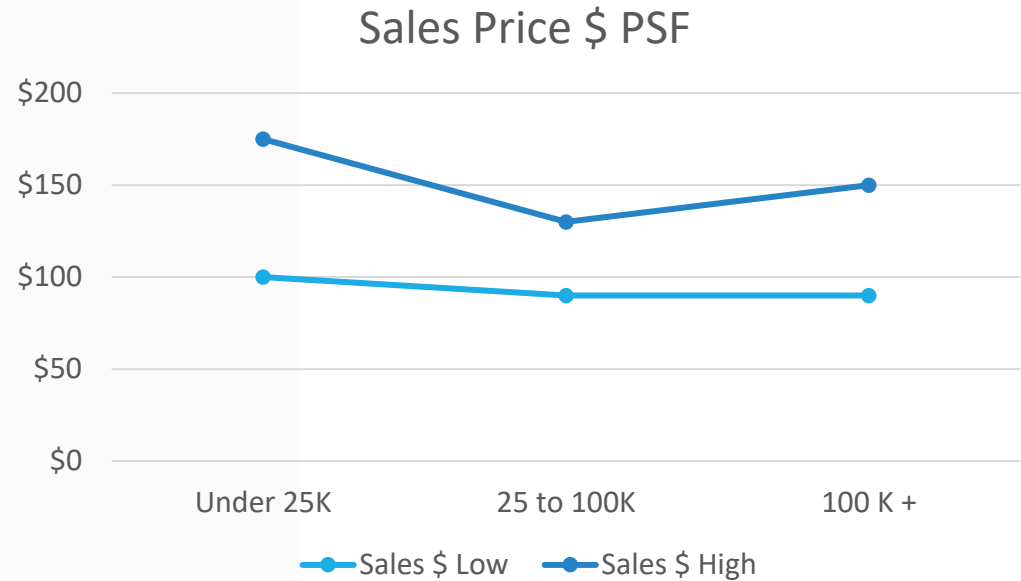
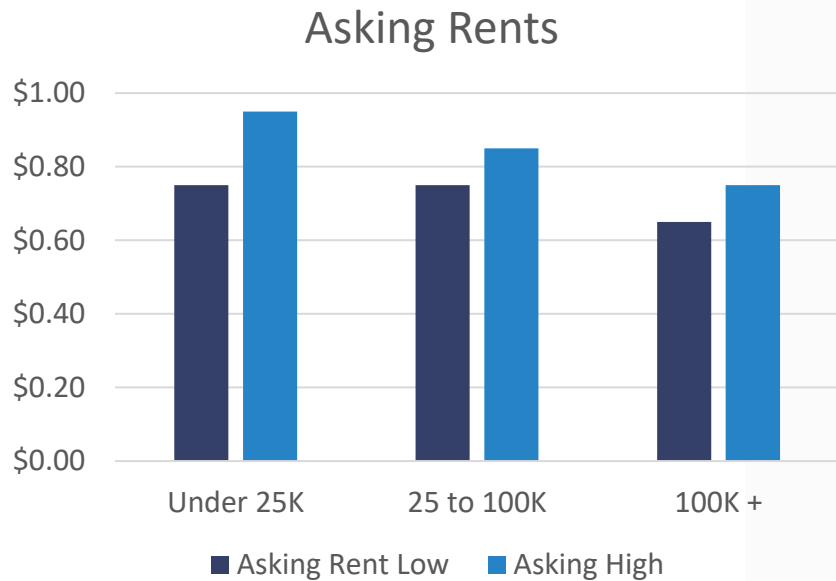
Space Available Overview



Availability of Class B and Class A, mid-sized and large space (over 100K) has increased over the last 12 months

- 12 existing buildings available
- 16 proposed, entitled buildings available

Central Valley Asking Price



Source: Newark Pearson Commercial



One Size Does Not Fit All

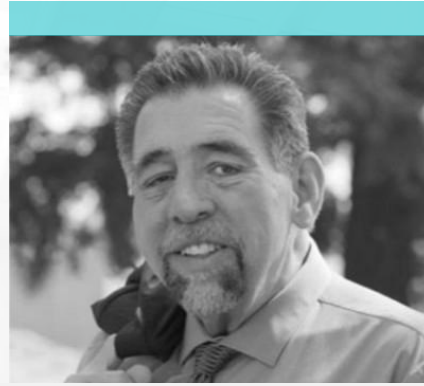
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- “Whether a client needs 50,000 square feet, a million-square-foot fulfillment center, rail access, cold storage capability, heavy power, or a large greenfield site for phased expansion, the Central Valley has product and communities that can compete.”

Our Counties



Kern County

Melinda Brown



Tulare County

Mike Washam



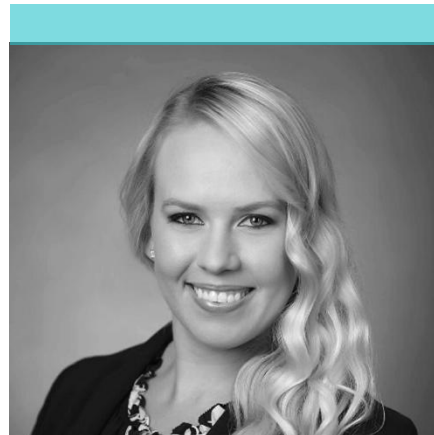
Kings County

Fabio Ianni



Fresno County

Will Oliver



Madera County

Kristina Gallagher



Merced County

Tamra Spade

Kern County



Recent Developments

- **Wonderful Logistics Center** – 1M+ SF Spec development
- **Pacific Steel** – 500K SF new mill
- **Hard Rock Tejon** – major casino project
- **7th Standard Industrial Campus** – 132 acres



Property Highlights

58 Logistics Center, Bakersfield, CA

- BTS up to 2,251,000 st

2902 Express Ave, Shafter, CA

- 1,016,997 sf

34598 7th Standard Road,

Bakersfield, CA • 175,875 sf on 132 Acres

2024 Norris Road, Bakersfield, CA

- 297,872 sf Manufacturing Facility

2152 Coffee Road, Bakersfield, CA

- 209,041 sf MT or ST

I-5 Distribution Center, Tejon, CA

- 1,132,894 sf

Industrial Base

65.2 M sf

Population: 934,295

Tulare County



Recent Developments

- Amazon Visalia – 1.27M SF facility
- 99 Logistics Center – 2.4M SF campus
- 718-acre industrial land conversion
- US Cold Storage – \$75M expansion



Property Highlights

99 Central Logistics Center, Tulare

• 150,000 – 2,341,580 sf

1030 N Kelsey, Visalia

• 55,000 – 310,030 sf

8505 W. Doe, Visalia

• 104,335 – 209,869 sf

30078 Bradham Drive, Visalia

• 113,332 sf

Riggin & Shirk, Visalia, Richie Industrial Park

• 144-300 – 2,182,140 sf

7825 W Riggin, Visalia

• 177,124 sf

Industrial Base

50.9 M sf

Population: 485,048

Kings County



Recent Developments

- Jackson Ranch Industrial Park – 415 acres
- High-Speed Rail Station Area – 1,000 acres
- Del Monte redevelopment – 1.3M SF opportunity
- Marquez Brothers expansion – 730K SF



Property Highlights

10210 Idaho Avenue, Hanford, CA
• 35,000 – 1,700,000 sf

13704 Armona Road, Armona, CA
• 800 – 30,823 sf

10555 Iona Avenue, Hanford, CA
• 138,282 sf

1450 Enterprise Drive, Lemoore, CA
• Sale 27,735 sf

12th Avenue Fargo Avenue, Hanford, CA
• 302 Acres Commercial

7761 Hanford Armona Road, Hanford, CA
• 27.90 Acres

Industrial Base
8.1 M sf

Population: 153,739

Fresno County



Recent Developments

- **Scannell Business Park**— 833K SF New Spec
- **FAME Central Valley**— CTE advanced manufacturing workforce pipeline
- **Coast Aluminum** – 163K SF expansion
- **California Dairies HQ** – 527K SF lease



Property Highlights

Scannell Business Park, Fresno, CA

• 93,066 – 468,796 sf

1360 E. North Avenue, Fresno, CA

• 41,688 sf Sale

Processing Facility, Kerman, CA

• 77,056 on 19.72 Acre Sale

3185 S Minnewawa Avenue,

Fresno, CA • 403,701 sf

Golden State Blvd E Clayton Ave,

Fowler, CA • 30.65 Acres Entitled

9225 S Milton, Parlier, CA • 12,000

sf Lab/Production

Industrial Base

87.7 M sf

Population: 1,032,577

Madera County



Recent Developments

- Freedom Industrial Park – Class A industrial 50K
- North Fork Mono Casino – major regional investment
- Valley Children's 'The Hill' – mixed-use campus
- AutoZone Distribution Center – 556K SF



Property Highlights

40491 Brickyard Drive, Madera, CA 93636 • 40,000 sf

1960 Independence Drive, Madera, CA 93637 • 50,274 sf

2901 Falcon Drive, Madera, CA 93634 • 17,000 sf

12680 Highway 99, Madera, CA 93637 • 54 Acres

20200 Fairmead Blvd, Madera, CA 93638 • 63 Acres

17639 Avenue 24 ½, Chowchilla, CA 93610 • 14 Acres

Industrial
10.2 M sf Base

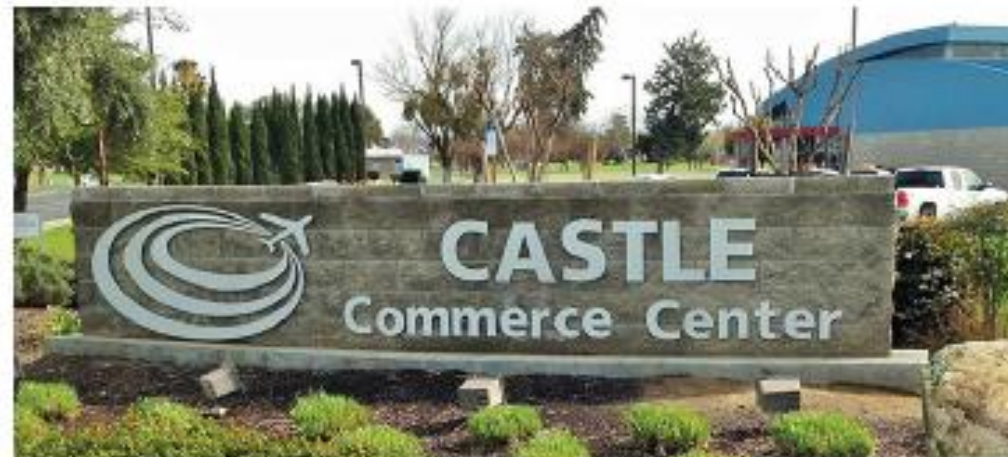
Population: 163,325

Merced County



Recent Developments

- Rail-served industrial facility – 500K SF
- Los Banos Industrial Park – up to 200 acres
- Parasol Elite Power – \$300M manufacturing campus
- Castle Commerce Center – 2,000-acre inland port



Property Highlights

2201 Cooper Avenue, Merced, CA

• 507,038 sf

Los Banos Industrial Park

• 1 – 200 Acres

2777 N Hwy 59 Building D,

Merced, CA • 98,239 sf

2777 N Hwy 59 Building C,

Merced, CA • 70,902 sf

150 Hawk Drive, Merced, CA

• 45,500 sf

140 Macready Drive, Merced, CA

• 20,000 sf Sale

Industrial Base

12.2 M sf

Population: 292,770

Questions?



nia

RECAP: Why Central Valley



Costs often 50% lower than metro markets



Dual rail access (BNSF + Union Pacific)



Proximity to ports and major highways



Growing labor force and workforce pipeline



Overnight delivery to 90% of State



Stream-lined permitting

Incentives



State of California

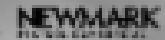
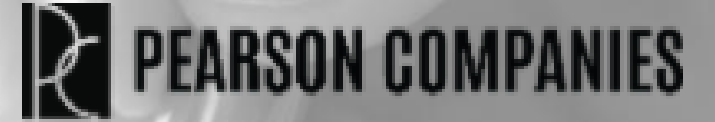
- [California Competes Tax Credit](#)
- [California Opportunity Zones](#)
- [Employee Training Panel](#)
- [Work Opportunity Tax Credit & Fidelity Bonding Program](#)
- [R & D Tax Credit](#)
- [Manufacturing Partial Sales and Use Tax Exemption](#)
- [Sales & Use Tax Exclusion - CAEATFA STE](#)
- [PG&E Economic Development Rate](#)

Central Valley City and County Incentives

- Workforce Assistance: Screening, Training, CTE, Upskilling
- Some communities have Incentive Policies that can be found on our web site: [County Profiles – Central California](#)



Wonderful
real estate™



CBRE

Thank you to our Sponsors!

Property Pitch

Buk Wagner

Colliers Central Valley

559-250-2110

Buk.wagner@colliers.com



±102,000 SF Distribution Building
For Sale or Lease

375 S. West Avenue
Fresno, California

Buk Wagner ^{SIOR}
559 250 2110
buk.wagner@colliers.com
CA DRE #01296746

Charlie Schuh ^{CCIM}
559 221 7393
charlie.schuh@colliers.com
CA DRE #01195311

Property Pitch

Ethan Smith

Newmark Pearson Commercial

559-447-6256

smith@pearsonrealty.com



AVAILABLE FOR LEASE

30152 Road 84
Visalia, California

Total Building Size:	310,030± SF
Lot Size:	15.15± acres
Lease Rate:	Contact Agent
APN's:	081-033-077
Zoning:	Industrial
Year Built:	Shell Completed, May 2025
Ceiling Height:	36'

Property Pitch

Daniel Davis

CBRE

209-476-2941

Dt.davis@cbre.com

STATE-OF-THE-ART BUILDINGS FOR LEASE & FOR SALE

BREAKING GROUND APRIL 2026

14800 W Schulte Rd
Tracy, CA

PREMIER WEST TRACY LOCATION | 3 BUILDINGS TOTALING ±678,913 SF

Property Pitch

Joe Vargas

Wonderful RE

661-653-3192

Joe.vargas@wonderful.com



ADDRESS

2902 Express Ave.

TOTAL BUILDING

1MM S.F.

LOT SIZE

54.6

POWER DETAILS

4,000 Amps

CLEARANCE HEIGHT

42'

COLUMN SPACING

60' x 58'-0"

Property Pitch

Chad Brock

Lee & Associates

661-205-8011

cbrock@lee-associates.com



±7.57 AC
INDUSTRIAL FACILITY

5455 DISTRICT BLVD
BAKERSFIELD, CA

FOR SALE

OFFERING PRICE

\$5,000,000

TOTAL ACREAGE

7.57 ± AC | 26,333± SF

ZONING

M-2

APN

384-360-04



Thank you

Contact: Jennifer Faughn
jfaughn@centralcalifornia.org
888-988-2345
www.centralcalifornia.org

ONE REGION...ONE CONTACT