



2019

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 5th largest economy and California's 39+ million consumers, **California Central Valley** 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

Home to the 5th largest city in the world's 5th largest economy, Fresno County is Growing the California Dream. Whether it's from companies like Amazon, ULTA Beauty, or Gap, Inc. locating their e-commerce fulfillment centers in Fresno, or from the multi-billion dollars of local investment from the nation's first High-Speed Rail project, Fresno County is experiencing robust growth. Our local transportation infrastructure, Fresno-Yosemite International Airport, and population of over 1 million residents are ready to handle future opportunities. Come see how Fresno County can help your company or client grow the California Dream.

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 Spices & Vegetable Ingredients. Naval Air Station Lemoore, home to the Navy's newest strike fighter, the F-35C Lightning II, is located in Kings County. Recent arrivals include Faraday Future, the start-up ultra-luxury supercar manufacturer, and Kelly Slater Wave Co.'s Surf Ranch. Kings County is flanked by State Route 99 and Interstate 5, providing excellent logistical connections to California, the West Coast and the Pacific Rim.



Workforce

30% Cost Savings

Mild Commute

20 miles = 20 minutes

Central Location

Located in the center of the world's 5th largest economy

Madera County

Madera County is located in the world's most productive agriculture region. In 2017, the gross value of Madera County's agriculture commodities was nearly \$2 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: Gallo Winery, Ardagh Glass, Baltimore Aircoil, Certainteed Corp., JBT Food Tech, Evapco West, Warnock Foods, Azteca Milling, Oldcastle Enclosure Solutions 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 of several emerging technologies, renewable energy, food processing, agriculture, and manufacturing companies which include Foster Farms, Hilmar Cheese, E&J Gallo Winery, as well as Waymo, who leases 100+ acres at Castle Commerce Center to advance their self-driving vehicle technology. Merced County offers an innovative 2,000-acre multimodal industrial manufacturing and logistics hub designed to house about 8 million square feet of modern industrial development. With easy highway connectivity via State Route 99 and Interstate 5, as well as 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 logistic requirements throughout California and the Pacific Rim.

San Joaquin County

San Joaquin County (70 miles East of the San Francisco Bay Area and Silicon Valley) has seven cities and 753,769 people. Its diverse industry mix of agriculture, e-fulfillment centers, advanced manufacturing, data centers/call center and government/medical service centers has attracted companies like Applied Aerospace, Amazon, Tesla, Pacific Medical, Medline, FedEx, Trincherro-Sutter Home Winery 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 with Prime Air/Allegiant Air, 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

Centrally located within California, Stanislaus County is the affordable, strategic choice of many dynamic industries including agriculture, food processing, packaging, advanced manufacturing, information technology and logistics. Stanislaus County is home to E&J Gallo Winery, Bronco Winery, Del Monte, Frito Lay, Foster Farms, ConAgra Brands, Blue Diamond Growers, Pacific Southwest Container, Stanislaus Food Products, Boyd Corporation, Bell-Carter Packaging, Plastipak, Georgia Pacific, International Paper and many others. The county's vibrant communities offer competitive wages, strong quality of life and convenient connectivity due to their location along both State Route 99 and I-5 and proximity to the two largest Class 1 Railroads in the country, the Union Pacific and BNSF." Recent investments made in K-12 CTE and post-secondary job training programs ensure a qualified and highly skilled workforce.

Tulare County

Tulare County is a leader in agricultural production in the U.S. with annual values of over \$7B and exports to more than 89 countries. As the largest dairy production region in the nation we supply milk to make "Real California Cheese" along with other valued products sold throughout the world. We are home to major manufacturing/food companies, including BlueScope Buildings N.A., Jostens, Voltage Multipliers, International Paper, Sonoco, Green Power Bus, Land O'Lakes, Saputo Cheese, Kraft Foods, Nestles', Ruiz Foods, and AFPLLC. The county is recognized as a distribution/logistics hub for Fortune 500 companies serving California and the Western U.S., including Best Buy, WalMart, JoAnn Stores, VWR, VF Corp., Merck, Patterson Logistics and U.S. Cold Storage. Centrally located we provide access to over 95 million customers with overnight shipping through UPS, FedEx, DHL, GSO and OnTrac.

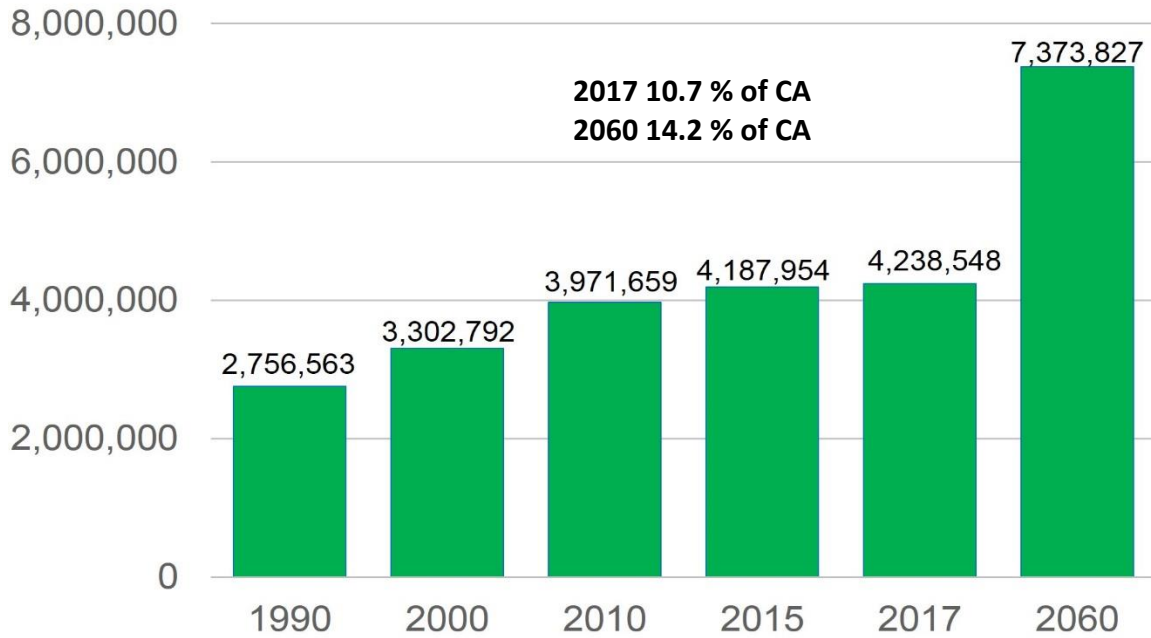
California Central Valley Demographics

2019	Fresno	Kern	Kings	Madera	Merced	San Joaquin	Stanislaus	Tulare	Region
									Totals / Avg.
Population <i>DOF E-1 (Jan 2018)</i>	1,018,241	905,801	153,710	159,536	282,928	770,385	558,972	479,112	4,328,685
Labor Force <i>2018 Annual Ave. EDD</i>	448,400	387,000	57,900	61,500	115,400	326,400	249,500	204,600	1,844,700
Unempl Rate <i>2018 Annual Avg. EDD</i>	7.5	8.0	7.7	7.0	8.3	6.0	6.4	9.6	7.6
Private Sector Jobs (EDD) <i>2018 Annual Avg.</i>	278,800	201,100	26,000	27,500	49,500	197,800	148,800	94,400	1,023,900
Manufacturing Jobs (EDD) <i>2018 Annual Avg.</i>	26,000	13,200	5,000	3,400	9,600	19,700	21,000	13,000	110,900
Per Cap Income(\$) <i>2017 BEA, CA Released 11/2018</i>	\$41,470	\$38,560	\$35,326	\$38,799	\$38,716	\$42,822	\$42,793	\$39,756	\$40,155
GDP (millions\$) <i>US BEA 2017 Released 9/2018</i>	\$42,045	\$37,339	\$5,191	\$5,549	\$8,625	\$27,089	\$20,659	\$15,359	\$161,856
K-12 Enrollment <i>2017-2018 DOE Actual Released 5/2019</i>	202,329	189,905	29,157	31,723	58,717	148,716	109,911	103,835	876,293
SAT Scores (Avg.) <i>DOE 2015-16 Released 7/2017</i>	1,342	1,379	1,370	1,337	1,330	1,412	1,418	1,344	1,366
Taxable Sales (\$ 000s) <i>BOE 2016 Current 5/2018</i>	\$14,073,246	\$13,885,643	\$1,722,507	\$1,541,525	\$2,780,357	\$10,922,271	\$8,671,624	\$6,688,259	\$60,285,432
Median Home Price (\$) <i>2018 Annual Ave. CA Assoc. Realtors</i>	\$268,000	\$240,000	\$233,000	\$231,000	\$268,000	\$368,000	\$313,000	\$233,000	\$273,500

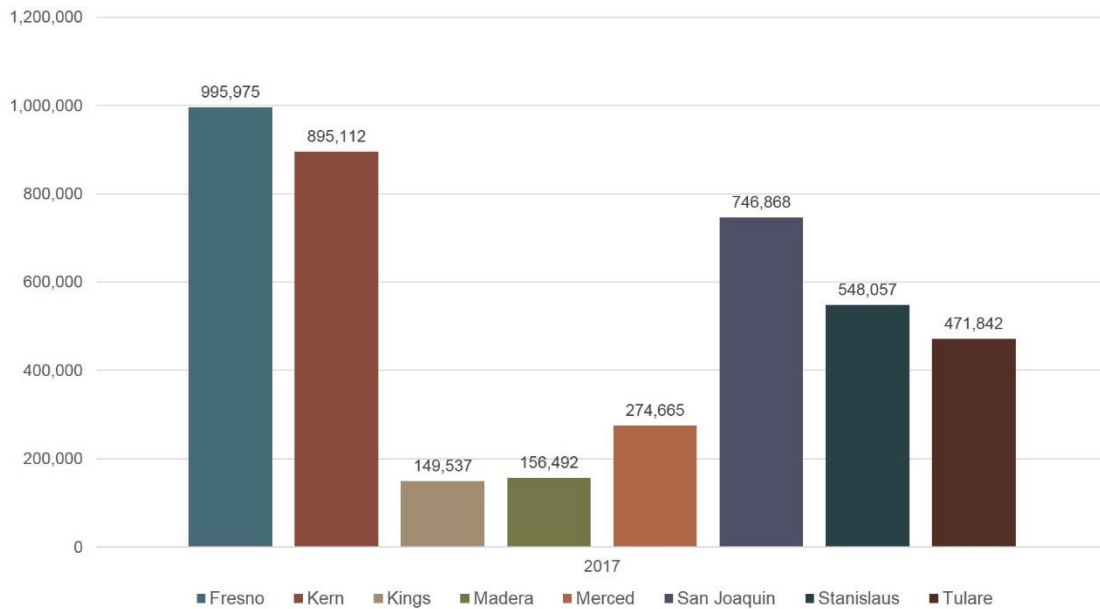
Source: CA Department of Finance, DOE, BEA, US Bureau of Labor Statistics, edd.ca.gov

Updated 8-30-19 by California Central Valley EDC 661-366-0756

Population Growth - Central Valley



Population By County- Central Valley



California Central Valley Real Estate

Base, Vacancy and Rental Rates (NNN) 100,000 sf +

County	Total Base (Sq. Ft.)	Total Vacancy (Sq. Ft.)	Vacancy Rate	Avg. Asking Rental Rate	Low Rental Rate
Fresno	83,699,081	3,253,588	3.9%	\$0.55	\$0.36
Kern	40,624,681	1,393,427	3.4%	\$0.54	\$0.33
Kings	6,975,722	954,000	13.4%	\$0.16	\$0.16
Madera	7,230,554	26,216	0.36%	\$0.57	\$0.57
Merced	19,721,958	571,936	2.9%	\$0.47	\$0.16
San Joaquin	115,846,624	7,066,644	6.1%	\$0.50	\$0.38
Stanislaus	33,965,107	2,506,777	7.4%	\$0.36	\$0.30
Tulare	35,004,657	588,505	1.7%	\$0.45	\$0.34

Note: updated from Counties 8-30-19

Top Real Estate Deals by County 2018-19

Fresno County

- **Amazon.com, Inc.** completed an 855,000 SF e-commerce fulfillment center project in Fresno in under than 10 months. The facility currently employs 2,500 workers.
- **ULTA Beauty, Inc.** has completed a 670,000 SF west coast distribution and e-commerce fulfillment center. At full operations, the facility will employ 642 full-time workers.
- **Gap, Inc.** announced in March 2018 its plans to relocate their e-commerce fulfillment operation from Phoenix, AZ to their existing Fresno distribution center facilities. The e-commerce operations are expected to create over 515 new full-time jobs by the end of 2018.
- **Bitwise Industries**, a local technology firm, has continued expanding in downtown Fresno by acquiring and renovating over 300,000 SF of former warehouse space and converting it into office space for technology users.
- **United States Cold Storage** has completed a 275,000 SF expansion of their Fresno facility. U.S. Cold Storage's Fresno facility now encompassed 775,000 SF, making it their largest facility in their western region.
- **Tires Warehouse, Inc.** has recently opened a new 122,000 SF distribution center at Fresno's North Pointe Business Park. The new facility will bridge the gap between the company's southern and northern California branches.
- **Cintas Corporation** completed their new 55,000 SF industrial laundry facility in Fresno's Industrial Triangle. This facility doubled the size of Cintas' Fresno workforce to approximately 125.

- **McGaughy's Suspension Parts**, a family-owned manufacturer of lowering suspension products, completed a 100,000 SF expansion, doubling their facility and production capacity.
- **Habasit America, Inc.**, a Switzerland-based fabric and plastic belt manufacturer opened their first 28,000 SF California facility in Fresno, and hired 30 employees for their initial operations.
- **Universal Meditech Inc.**, a diagnostic testing system manufacturing facility has recently moved to Fresno with plans to expand the footprint of their operation. Universal Meditech will hire 50 employees for their new 30,000 SF manufacturing facility.
- **Amazon Last Mile**, part of Amazon's proprietary delivery service, recently began operations in Fresno. Amazon Last Mile's 15,000 SF facility will create over 400 new jobs.

Kern County

- **Walmart** Cold Storage Distribution, 600,000 sf, 300 jobs at Wonderful Industrial Park
- **L'Oreal USA** will locate to the Tejon Ranch Commerce Center. 240,000sf, 155 Jobs.
- **Essendant Distribution**, 400,000 sf completed, 120 jobs located at the Wonderful Industrial Park, Shafter with estimated completion of March 2108.
- **Dollar General** expansion, 240,000 sf Tejon Ranch Commerce Center.
- **DMSI**-leased a 350,000 sf facility at the Wonderful Industrial Park for a 3rd Party Warehouse and Service center.
- **American Tire Distribution** built a 1,000,000 sf distribution facility at Wonderful Logistics Park in Shafter. The company had previously occupied a nearby 176,500-square-foot building.
- **MRC** expansion is complete with an 85,000 sf facility located at Wonderful Industrial Park in Shafter, with an additional 15 employees.
- **Prime Valley Warehouse**, purchased a 150,000-sf facility for a manufacturing facility, 13 employees
- **Sun Select Produce LLC**. The hydroponic farming project is located near Tehachapi and consists of 132 acres. Four greenhouses are operational with a planned 700 employees at build-out.
- **Ross Dress for Less** Ross Dress for Less, expansion of 1Million sf with a total of 3Million sf at Wonderful Industrial Park
- **Red River Intermodal**, 288,000 sf a Wonderful Industrial Park, jobs 5-7
- The **FedEx Distribution** facility, completed construction on 240,000 sf facility in the Wonderful Logistics Park in Shafter with 115 employees.

Kings County

- **World Surf League / Kelly Slater Wave Company's Surf Ranch** was established in Lemoore and will be holding their second international surf competition as a World Surf League Championship Tour venue.
- **Faraday Future**, an international startup luxury supercar manufacturer is preparing to start production of their FF-91 model in Hanford, in 2020, initially employing several hundred, and projecting 1,000 workers at full production.
- **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 rail loop track and a new soybean processing mill was also added this last year.
- **Tessengerlo Kerley, Inc.** officially opened its sulfur-based liquid fertilizer manufacturing and distribution facility on 46 acres in Hanford. Thirty employees were hired by the company. In 2018, TKI bought the adjoining 16 acres for future expansion.

- **California Resource Corporation**, an oil and gas exploration and production company, is looking to expand oil production under the floor of the San Joaquin Valley in Kings County.
- **Costco Development** - at the intersection of Highways 43 and 198. Costco is the featured anchor of the masterplanned 499,000 sf 58-acre shopping center project.
- **Hanford's Adventist Health / Family Birth Center** opened a 49,000 sf center with 34 beds and 6 neonatal intensive care units in partnership with Children's Hospital Central California, and 2 operating rooms
- **Airgas**, a subsidiary of French company Air Liquid, completed their distribution location in Hanford and will begin the construction of their facility to manufacture high grade industrial ammonia soon.
- **The Tachi Yokut Tribe of the Santa Rosa Rancheria**, south of Lemoore, recently completed their 90,000 square foot Coyote Entertainment center offering an eight-screen movie theater, a 30-lane bowling alley, an arcade, and a night club.
- A local developer has purchased 84 acres in the Lemoore Industrial Park for the construction of manufacturing and distribution facilities.
- A developer has begun installing infrastructure in the Lemoore Industrial Park on a 8-parcel, 8-acre development targeting retail and service commercial businesses.

Madera County

- **Tran Pack**- broke ground on a 65,000 sq. ft. building at Freedom Industrial Park in Madera, the company manufactures custom plastic pallets. The new facility will be completed by the end of 2019.
- **Spec Building**- Span Construction and Engineering is currently building a 37,000 sq. ft. building with 5,000sf available, in Freedom Industrial Park in Madera.
- **Riverstone**- A 2,000 acre master planned community along the San Joaquin River is starting to build their commercial district of 50 fully entitled acres. The development currently has 300 homes that are occupied or under construction. The community is estimated to have over 6,500 residences at full build out.
- **Tesoro Viejo**- A 1,600-acre master planned development has finishing construction on their town center including a 7,800 square foot welcome center, a fire station, sheriff substation, elementary school and a coffee bar. The community will include over 5,000 homes at full build out and is located on Highway 41 just north of Fresno. They are currently selling homes in their Hillside village.
- **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 seven million square foot base.
- **North Fork Rancheria** resort/casino- After the passing of a state referendum the resort/hotel/casino project has encountered some delays, but the project is moving forward.
- **Deerpoint Group Inc.**- Deerpoint built the first building in Freedom Industrial Park. The 65,000 square foot facility opened in the Spring of 2016.
- **Loves Travel Center** – has started construction on the Madera site and is planned to be completed by the beginning of 2020.
- **California Custom Processing**-(CCP) built an 83,000 square foot almond processing facility in Madera. The \$10 million facility opened in the fall of 2017 with approximately 80 employees.

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.

- **Mid-California International Trade District (MCITD):** Merced County and the Port of Los Angeles have entered into a partnership agreement to create an inland port that will give direct access from Merced County to the Port of LA via BNSF rail. The inland port is surrounded by more than 400 acres of industrial land ready to be developed.
- **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 219-acre development. 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 sf structure for manufacturing and selling the Chem-Stor product line of prefabricated metal buildings and platforms. One of the top 5 suppliers nationwide, they anticipate hiring 40-50 new employees.

San Joaquin

- **Amazon** – 2,869,865 sf (four buildings), 6,100± employees – the Seattle-based online shopping giant located four new facilities in Tracy, Stockton & Manteca.
- **Ghirardelli / Lindt Chocolate** – just completed a 708,000± sf building with Prologis of a temperature controlled production and distribution facility in Tracy. It's anticipated to employ 600± employees.
- **Ashley Homestore** – is now operating a newly constructed 519,000± sf distribution and retail center in Lathrop with an estimated 100 workers.
- **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 250 ground handlers working at the cargo ramp daily.
- **Katerra** – 577,000± sf, 522± initial jobs – building components manufacturer is setting up operations in Tracy to supply its customer demand in the Northern California Megaregion.
- **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 and a new 565,000 sf distribution facility in Manteca.
- **Pratt Industries** – 622,959 sf, 140± initial jobs – one of the nation's largest corrugated packing manufacturers has expanded national operations into Lathrop.
- **Tesla Motors, Inc.** – 2,00,000 sf (five buildings), has expanded to Lathrop with components of its auto parts manufacturing process to service its Bay Area automobile factory.
- **Trincher 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 21 industrial buildings with over 8.2 million square feet of spec building space is under construction in San Joaquin County communities.

Stanislaus County

- **Entekra**- selected Modesto, CA to relocate their company which specializes in automated, off-site wood framing for home construction, is building a new 200,000-square-foot factory on East Whitmore Avenue along the city's southern border. Once completed, the \$35 million project will be the company's corporate headquarters in addition to its largest manufacturing facility.
- **Dave & Busters**- Dave & Busters will occupy approximately 40,000 plus square feet of former Sears store in Modesto's Vintage Faire Mall.
- **Super Store Industries**- Known for our expertise in the dairy industry and efficient warehousing and distribution, expanded recently in Turlock, CA hiring 120 new employees in one week.
- **Sovena USA** - selects Modesto, CA for 246,000 SQFT edible oil processing facility. Expected to bring 20 new full time jobs to region.
- **Jatco** – a plastic injection molding company moving to Modesto from Union City. 150 jobs. Moving into a 50,000 sf facility
- **Denham Plastics**- opened a 200,000-sf plastic manufacturing with recycled materials in Turlock.
- **E&J Gallo Wines**-Opened a 146,000sqft facility in Modesto. 600 Employees in marketing, creative services, finance and information technology have new offices.
- **Valley Milk**- New powdered milk 100,000 sf facility will employ 55 people and open late 2017.
- **Dust Bowl Brewery**- in Turlock added a new 30,000 square foot facility. 20 new employees.
- **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.

Tulare County

- **United Parcel Service (UPS)** is currently under construction to build a new 425,000 square foot Central Valley regional hub in Visalia in the Central California Logistics Center.
- **Hilti Inc.** a power toolmaker has completed their expansion into a new 166,000 square foot warehouse in Visalia.
- **MilliporeSigma**, a subsidiary of Merck, is under construction to occupy a 120,000 square foot distribution and research facility in Visalia. The new facility is expected to be completed by the end of 2019.
- **Calgren Dairy Fuels, LLC** dairy digester pipeline cluster, the first of its kind in California, will collect biogas from anaerobic digesters to produce pipeline-quality renewable natural gas. This marks the first time carbon-negative renewable natural gas produced from cow manure will be injected directly into SoCalGas' natural gas system.
- **Sequoia Gateway Commerce Center** has approval to develop on nearly 127 acres adjacent to Highway 99 on the edge of southwest Visalia. The first phase will include a 60,000 sf Valley Children's Medical Group Specialty Care Center.
- **Candy.com** a distributor of all varieties of candy leased a 40,000 sf building in MidState 99 Distribution Center, Visalia, CA as their company's west coast fulfillment center.
- **Hydrite Chemical Co.** completed their \$16.1 expansion /capital improvement project with a new warehouse that will be used to store finished goods and raw materials for the food ingredient/processing and agriculture industries.
- **Brandman University** to build a new, 7,071-square-foot building for classrooms and administrative space near the Square at Plaza Drive, within the Plaza Business Park.

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. Local incentives are also available.

Targeted Tax Credits and Exemptions

California Competes Tax Credit

The California Competes Tax Credit is an income tax credit available to businesses who want to come, stay, or grow in California. Tax credit agreements are negotiated by GO-Biz and approved by a statutorily created 'California Competes Tax Credit Committee'. There are three deadlines throughout the year where businesses can apply.

New Employment Credit

The New Employment Credit is an income tax credit available to companies that hire qualified full-time employees within designated geographic areas. The credit is based on 35% of qualified wages.

Advanced Transportation and Manufacturing Sales and Use Tax Exemption

The California Alternative Energy and Advanced Transportation Financing Authority (CAEATFA) offers a full sales and use tax exclusion to manufacturers that promote alternative energy and advanced transportation.

Research & Development Tax Credit

A business may qualify for an income tax credit if it paid for or incurred qualified research expenses while conducting qualified research activity in California. Qualified research expenses include wages, supplies, and contract research costs.

Sales and Use Tax Exemption for Agriculture

The California Department of Tax and Fee Administration administers a partial exemption from the sales and use tax for the sale, storage, use, or other consumption of farm equipment, machinery and their parts.

Sales and Use Tax Exemption for Manufacturing

The California Department of Tax and Fee Administration administers a partial exemption of sales and use tax on certain manufacturing and research and development equipment purchases and leases.

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.

Economic Development Rate Program

This program gives special utility discounts for businesses that require high-energy loads to operate, or continue operating, in California. In Central Valley, [Pacific Gas & Electric](#) offers a reduction of commercial and industrial electrical rates of up to 25% for up to five years.

Self-Generation Incentive Program

This program provides rebates for qualifying distributed energy systems installed on the customer's side of the utility meter. Qualifying technologies include wind turbines, waste heat to power technologies, pressure reduction turbines, internal combustion engines, microturbines, gas turbines, fuel cells, and advanced energy storage systems.

Special Zones and Programs

Opportunity Zone

Opportunity Zones are a federal economic development tool aiming to improve the outcomes of distressed communities around the country. They offer tax incentives to groups who invest and hold their capital gains in Zone assets or property for at least 5 years, and a permanent exclusion from a tax on capital gains from the Opportunity Zones investments for investments held for 10 years. Central California has 157 designated Census Tracts included. [Map](#)

[Innovation Hubs](#)

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. In Central California, Fresno and Stockton have an iHub.

[Empowerment Zones](#)

The federal government has designated sections of several California communities as Renewal Communities, Empowerment Zones and Enterprise Communities (RC, EZs and ECs). Within Central California, the cities of Fresno, Orange Cove, and Parlier are designated.

[Foreign Trade Zones](#)

Central California's Foreign Trade Zones (FTZ) are located in Merced/Madera/Fresno/Tulare counties, Kern, County, Stockton. 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.

[Recycling Market Development Zone \(RMDZ\)](#)

The RMDZ program combines recycling with economic development to provide attractive loans, technical assistance, and free product marketing to businesses that use materials from the waste stream to manufacture their products and are located in a zone. In Central California, the zones are located in Kern, Tulare, Fresno, Madera, Merced, Stanislaus and San Joaquin counties.

Workforce Training and 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.

On the Job Training OJT The On-the-Job Training (OJT) program enables businesses to hire qualified employees and receive a reimbursement for a portion of that employee's wages during the training agreement that is equivalent to their training costs. Will reimburse up to 50% of training costs.

[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.

[Work Opportunity Tax Credit](#)

The Work Opportunity Tax Credit (WOTC) provides a tax credit of up to \$9,600 for employers who hire individuals who belong to one or more of the nine target groups specified in the law.

[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.

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.

[SBA 504 Loans](#)

SBA (Small Business Administration +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.

[Brownfields Revolving Loan Fund Program](#)

This program provides low-interest rate loans between \$200,000 and \$900,000 for financing cleanup activities of sites by eligible public or private property owners, including government agencies, private property owners as well as non-profit organizations.

[California Capital Access Program](#)

This program encourages lenders to make loans to small businesses that may have difficulty obtaining capital. These credit enhancement mechanisms minimize the credit risk for lenders, and make it possible for new and existing businesses in California to qualify for small business loans.

[California Infrastructure and Economic Development Bank \(IBank\) CLEEN Center](#)

The IBank established the California Lending for Energy and Environmental Needs (CLEEN) Center to offer financing to public agencies and non-profit corporations to help achieve the State's greenhouse gas reduction goals and increase market confidence in green investing.

[California Infrastructure and Economic Development Bank Export Financing Program](#)

This program helps provide loans to small businesses that sell goods in other countries through the Small Business Loan Guarantee Program.

[Export-Import Bank](#)

This bank is the official export credit agency of the United States. Its mission is to ensure that U.S. companies — large and small — have access to the financing they need to turn export opportunities into sales.

[JumpStart Loan Guarantee Program](#)

The program provides microloans for low-wealth entrepreneurs located in a low wealth community or disaster area.

[Providing Loan Assistance for California Equipment \(PLACE\) Program](#)

The California Air Resources Board offers financing opportunities for off-road vehicles, fleet vehicles, and equipment used in freight movement.

[Recycling Market Development Zone Loan Program](#)

This program provides attractive loans, technical assistance, and free product marketing to businesses that use materials from the waste stream to manufacture their products and are located in a zone.

Small Business Loan Guarantee Program

This program provides “access to capital” that may not have been available to growing businesses without this guarantee. The guarantee minimizes the credit risk for lenders, and makes it possible for new and existing businesses in California to qualify for small business loans.

New Market Tax Credit

The NMTC Program helps businesses with access to financing that is flexible and affordable. Terms can include lower interest rates, flexible provisions such as subordinated debt, lower origination fees, higher loan-to-values, lower debt coverage ratios and longer maturities.

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