



# Central California Region Overview

Highlights of the region's talent, growing industry, real estate and incentives.





# Opportunity

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# Central California

## 300 MILES OF OPPORTUNITY...

...in the middle of the world's 5th largest economy. The eight-county Central California region encompasses 62 cities with 25,000 square miles, and continues to be one of the state's fastest growing regions.

Welcome to Central California, home to 85% of California's new growth. With an industrial base climbing past 300 million square feet, spec buildings are being filled as fast as they are built. Companies are migrating inland from the Bay and Southern California areas. Employees who once commuted to these areas now have local job opportunities where they can afford to own a home.

The Central California region is a highly attractive location for companies to access the California and West Coast marketplace. Strategically located, Central California offers one-day turnaround travel times throughout the state, as well as parts of Nevada and Arizona. Dual rail lines, BNSF and UP, run up both sides of the Valley exiting at the Northern and Southern ends.

Accessing workers may be the most appealing feature, with a pipeline of talent generated from Career Technical Education programs and hiring assistance throughout the Valley. And, with the lowest turnover rates in the state, keeping workers is an asset for business.

Central California is experiencing growth in Distribution, Food Processing, Manufacturing, Health Services and Energy. Our counties have talent ready to work, 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. Central California is also home to the most business-friendly counties in the state.

**Workforce, Incentives and Sites...  
the trifecta of site selection. We've got it all  
in the Central Valley.**



### Workforce

30% cost-savings and customized training



### Incentives

State, local, and utilities



### Real Estate

Abundant land, BTS, and rail-served



[www.centralcalifornia.org](http://www.centralcalifornia.org)

### Eight Counties... One Contact

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# 300 Miles of 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.

### Major Transportation Corridors

Central California's excellent highway system provides easy access to markets via ground transportation. Highway 99 and Interstate 5 offer north-south access and Highways 152 and 58 provide east-west accessibility across California and to all points east. Raw and finished products may be trucked to the Bay Area or Los Angeles Basin within half a workday and to any point in the western United States in less than 18 hours.

### Railroads

An active rail system operates throughout Central California with freight services provided by BNSF, UP and San Joaquin Valley Railroad. As many as 60 freight trains per day pass through the region delivering raw materials and finished goods.

### Airports

Overnight freight and air passenger service is available at three airports in the region: Stockton Metropolitan Airport, Fresno-Yosemite International Airport, and Meadows Field in Bakersfield.

### Deepwater Ports

There are four deepwater ports near the region: Port of Stockton, Port of Oakland, Port of Los Angeles, and Port of Long Beach.

### Utilities

Regional electric services are provided by Pacific Gas and Electric (PG&E) and Southern California Edison (SCE). Localized electric utilities include Merced Irrigation District, Modesto Irrigation District, Turlock Irrigation District and Lodi Electric Utility. Regional gas services are provided by SoCal Gas and PG&E, with one local option West Coast Gas. Incentives for business are available.



# Products can be transported to the Bay Area or Los Angeles Basin within half a workday

Trucks can reach any point in the Western United States in less than 18 hours



**CENTRAL CALIFORNIA REGION**  
HIGHLIGHTED IN WHITE


# Eight Counties

Central California’s eight-county region encompasses 62 cities with 25,000 square miles and continues to be one of the fastest growing regions in the state. Our counties have available sites, ready-to-work labor force, affordable housing, and 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”. A population of over 1 million residents with a well-trained and available workforce, Fresno County serves as the state’s strategic center with “money back guarantees” to get projects quickly through the permitting process. Fresno County is poised for inclusive investment and projects with 47 designated Opportunity Zones that offer great growth potential. Award winning partnerships, available real estate, exclusive incentive offerings, job-ready workforce, and notable wins such as with Amazon, Ulta and the Gap e-commerce fulfillment centers, are among the many reasons why Fresno is the place to grow your company and the California dream.

**Population**  
1,018,241




**Fresno County’s Cities**  
Clovis, Coalinga, Firebaugh, Fowler, Fresno, Huron, Kerman, Kingsburg, Mendota, Orange Cove, Parlier, Reedley, San Joaquin, Sanger, Selma

## Kern County

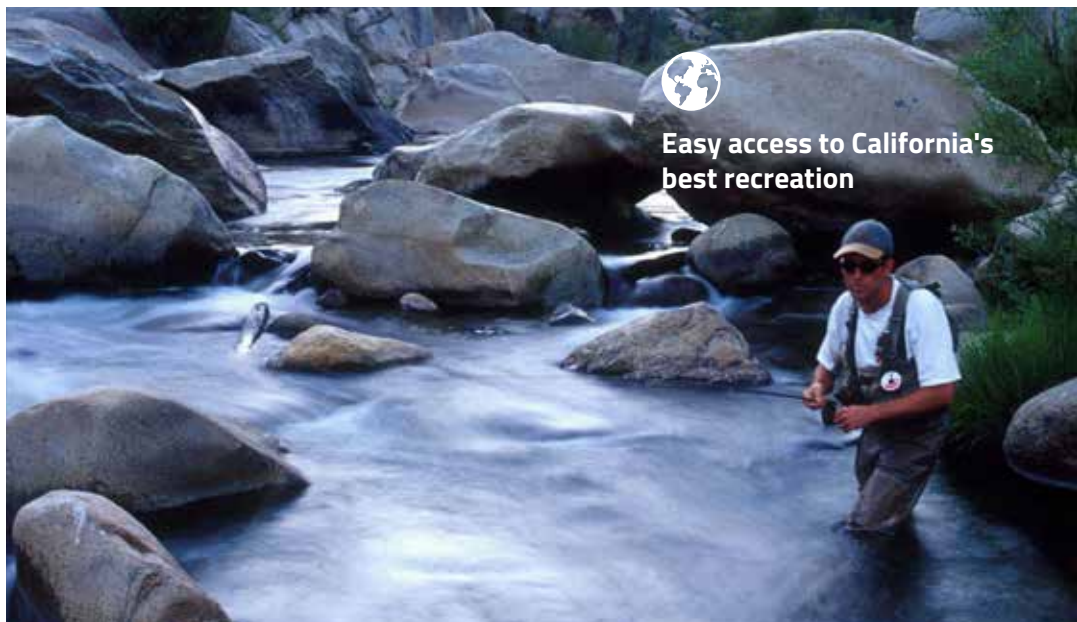
Kern County is often referred to as “The Golden Empire,” because of its rich history of gold, oil and agricultural production. Kern is the nation’s #1 agricultural producing county and consistently ranks in the top-five petroleum-producing counties in the United States. The county is host to major freeway 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 U.S. 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 Station.

**Population**  
905,801



**Kern County’s Cities**  
Arvin, Bakersfield, California City, Delano, Maricopa, McFarland, Ridgecrest, Shafter, Taft, Tehachapi, Wasco.



Easy access to California’s best recreation



### 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.

**Population**  
153,710



**Kings County's Cities**  
Avenal, Corcoran, Hanford,  
Lemoore

### 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.

**Population**  
159,536



**Madera County's Cities**  
Chowchilla, Madera

### 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.

**Population**  
282,928



**Merced County's Cities**  
Atwater, Dos Palos, Gustine,  
Livingston, Los Banos,  
Merced


# Eight Counties



## San Joaquin County

San Joaquin County (70 miles East of the San Francisco Bay Area and Silicon Valley) has seven cities and 770,385 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.

**Population**  
770,385




**San Joaquin County's Cities** Escalon, Lathrop, Lodi, Manteca, Ripon, Stockton, Tracy

## 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.

**Population**  
558,972



**Stanislaus County's Cities** Ceres, Hughson, Modesto, Newman, Oakdale, Patterson, Riverbank, Turlock, Waterford


**8 counties... one region**  
[www.centralcalifornia.org](http://www.centralcalifornia.org)

## 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 Jostens, International Paper, Sonoco, Green Power Bus, California Dairies, Saputo Cheese, Kraft Foods, Ruiz Foods, DryVit, NDS, Svenhards and Kawneer. 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.

**Population**  
479,112



**Tulare County's Cities** Dinuba, Exeter, Farmersville, Lindsay, Porterville, Tulare, Visalia, Woodlake



# Jobs increased by 9.8% from 2013 to 2018

This change outpaced the national growth rate of 7.8% by 2.0%

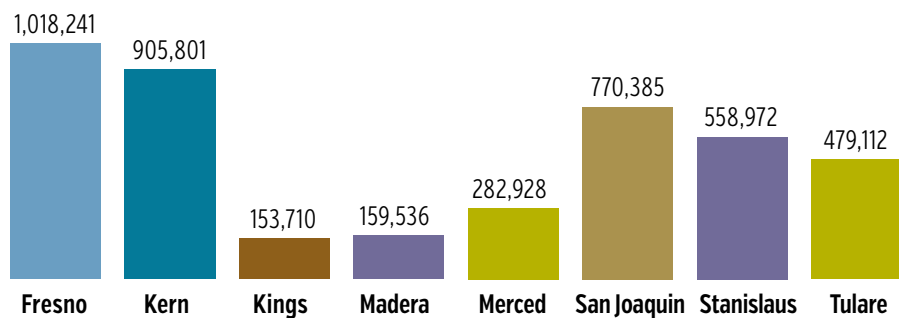


## Central California Regional Demographics 2019

	Fresno	Kern	Kings	Madera	Merced	San Joaquin	Stanislaus	Tulare
Population	1,018,241	905,801	153,710	159,536	282,928	770,385	558,972	479,112
Labor Force	448,400	387,000	57,900	61,500	115,400	326,400	243,500	204,600
Unemployment (%)	7.5	8.0	7.7	7.0	8.3	6.0	6.4	9.6
Private Sector Jobs	278,800	201,100	26,000	27,500	49,500	197,800	148,800	94,400
Manufacturing Jobs	26,000	13,200	5,000	3,400	9,600	19,700	21,000	13,000
Per Cap Income (\$)	41,470	38,560	35,326	38,799	38,716	42,822	42,793	39,756
GDP (\$millions)	42,045	37,339	5,191	5,549	8,625	27,089	20,659	15,359
K-12 Enrollment	202,329	189,905	29,157	31,723	58,717	148,716	109,911	103,835
SAT Scores (average)	1,342	1,379	1,370	1,337	1,330	1,412	1,418	1,344
Taxable Sales (\$millions)	15,386	15,131	1,737	1,678	3,116	13,458	9,299	7,445
Median Home Price (\$)	268,000	240,000	233,000	231,000	268,000	368,000	313,000	233,000

Note: Totals are 2018 annual averages reported in 2019. Sources: EDD, BEA, DOE, CDFTA, CA Association of Realtors.

### Population by County



# Demographics

The region's population increased by 4.7% from 2013 to 2018, growing by 190,359. Population is expected to increase by 3.5% between 2018 and 2023, adding another 150,547 residents.

**4,328,685**

Population

*Regional population increased by 4.7% over the last 5 years.*

**1,651,814**

Jobs

*Jobs increased by 9.8% over the last 5 years.*

**\$67B**

Taxable Sales

*Taxable sales increased 17% during 2013 to 2018.*

**\$53.9K**

Earnings Per Job

*\$11,300 below the national average.*



California State University, Fresno

- 4 Universities
- 14 Community colleges
- 9 Independent/private colleges



In 2017, there were 43,172 college graduates in the Central Valley. This pipeline has grown by 15% over the last 5 years.

## In the last 12 months, 20,447 companies posted job openings.

### Jobs

From 2013 to 2018, jobs increased by 9.8% from 1,504,020 to 1,651,814. This change outpaced the national growth rate of 7.8%.

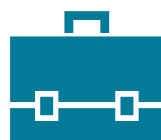
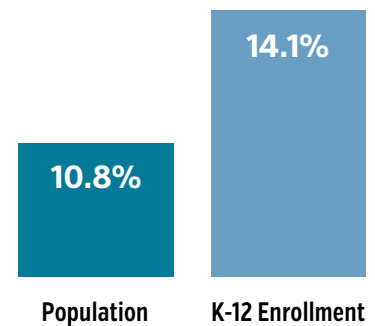
### Education

16.1% of the regions' residents possess a Bachelor's Degree or higher, and 7.7% hold an Associate's Degree.

### Unemployment


The region had a 2018 unemployment rate of 7.6%, decreasing from 12.91% 5 years before.


## Percentages of California




**171,215 companies employ our workers**

Source: EDD, BEA, DOE, CDFTA, CA Association of Realtors. Comparison data from EMSI, Q2 2019.

 Region's population:  
4.3 million people

 Region's geographic area:  
25,000 square miles

 Central California has 62 cities

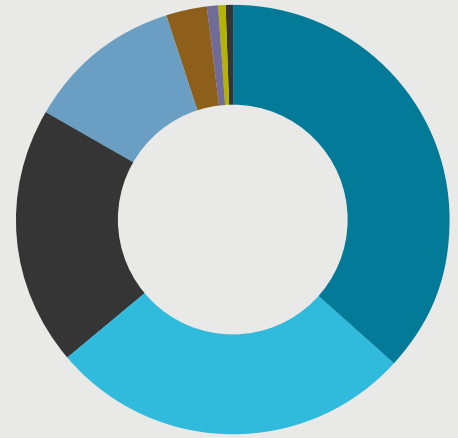


## Regional vs. State Demographics 2019

	Region	California	% of California
Population	4,328,685	39,927,315	10.8
Labor Force	1,844,700	19,398,200	9.5
Unemployment (%)	7.6	4.2	181
Private Sector Jobs	1,023,900	14,587,800	7.0
Manufacturing Jobs	110,900	1,325,400	8.4
Per Cap Income (\$)	40,155	59,796	67.2
GDP (\$millions)	165,180	2,820,000	5.8
K-12 Enrollment	876,293	6,210,797	14.1
SAT Scores (average)	1,366	1,437	95
Taxable Sales (\$millions)	67,249	706,835	9.5
Median Home Price (\$)	273,500	571,600	48.1

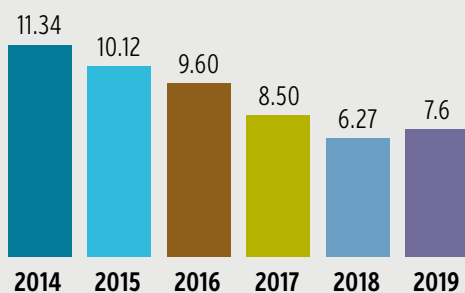
**+39%** Growth in transportation and warehousing jobs

## Business Size

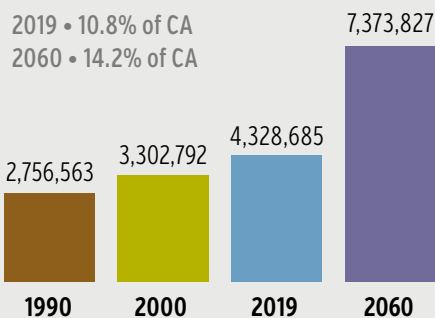


Employees	Business Count
1 to 4	44,128
5 to 9	28,888
10 to 19	22,873
20 to 49	1,387
50 to 99	3,497
100 to 249	1,277
250 to 499	341
500+	132

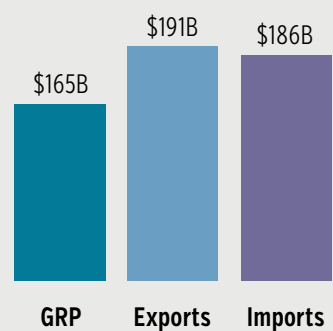
### Unemployment Rate



### Population Growth



### Gross Regional Product





## Workforce is the #1 Location Advantage



Labor force  
1,844,700



Private sector Jobs  
1,023,900



Manufacturing jobs  
110,900

# 7.6%

## Unemployment Rate

2018 EDD

### Job Trends



# Workforce & Education

## Universities

- UC Merced
- CSU Bakersfield
- CSU Fresno
- CSU Stanislaus

## Community Colleges

- Bakersfield College
- Cerro Coso College
- Clovis Community College
- College of the Sequoias
- Columbia College
- Fresno City College
- Madera College
- Merced College
- Modesto Junior College
- Porterville College
- Reedley College
- San Joaquin Delta College
- Taft College
- West Hills College Coalinga
- West Hills College Lemoore

## Independent

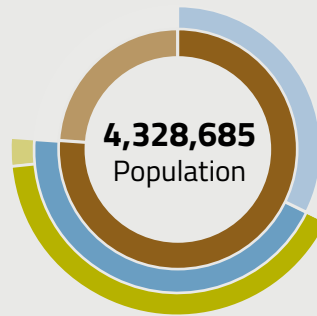
- Fresno Pacific University
- University of the Pacific

## Private

- Alliant University
- Brandham University
- CA Health Sciences University
- National University
- San Joaquin Valley College
- University of LaVerne
- University of Phoenix

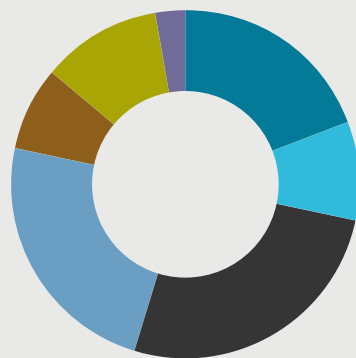
With over 4.3 million people and 7.6% unemployment rate, the Central Valley has the people to work and training programs for a skilled industrial workforce.

## Labor Force Breakdown



	Population
Total Working Age	3,242,706
Not in Labor Force	1,377,161
Labor Force	1,865,545
Employed	1,748,570
Unemployed	116,975
Under 15	1,012,600

## Educational Attainment



	% of Population
Less Than 9th Grade	18.7
9th to 12th Grade	8.9
High School Diploma	25.8
Some College	22.9
Associate's Degree	7.7
Bachelor's Degree	10.9
Graduate Degree	5.2

There are 45,000 college graduates annually in Central California, growing 15% over the last 5 years.

**Fastest Growing Millennials  
+ Career Technical Education**  
**Pipeline of Employees**



# Total Spec Building 40+ million square feet

Existing, under construction, and planned

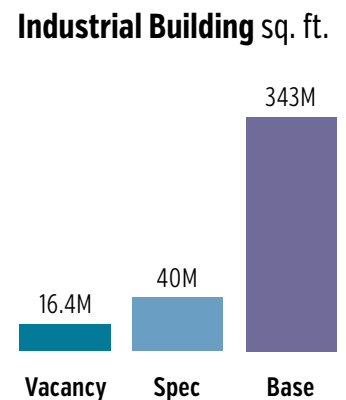


# Real Estate

With an industrial base nearing 350 million square feet and over 40 million square feet of spec buildings, Central California is the number one area for industrial growth! Land is still available for development of large build-to-suit or rail-served facilities. The region's lease rate savings even top those of the Inland Empire in Southern California by as much as 20 percent.



	Total Base (sq. ft.)	Total Vacancy (sq. ft.)	Vacancy (%)	Avg. Asking Rental (NNN)	Low Rental
<b>Fresno</b>	83,699,081	3,253,588	3.9	0.55	0.36
<b>Kern</b>	40,624,681	1,393,427	3.4	0.54	0.33
<b>Kings</b>	6,975,722	954,000	13.4	0.16	0.12
<b>Madera</b>	7,230,554	26,216	0.4	0.57	0.57
<b>Merced</b>	19,721,958	571,936	2.9	0.47	0.16
<b>San Joaquin</b>	115,846,624	7,066,644	6.1	0.50	0.38
<b>Stanislaus</b>	33,965,107	2,506,777	7.4	0.36	0.30
<b>Tulare</b>	35,004,657	588,505	1.7	0.45	0.34



## “It’s all about access...”

The central location with direct access to Interstate 5, allowing companies to distribute to operations throughout the west; the ability to offer their employees a great, easily accessible location to work; access to a wide variety of adjacent amenities for employees and professional drivers alike; and access to total operating costs that are among the lowest in the state,” says John DeGrinis, SIOR, senior executive VP of Colliers International.

# Top Location Factors



## Large Pipeline of People to Work

Affordable, efficient and satisfied workforce. Career Technical Training is underway with a young and diverse workforce.



## Fastest Growing Region

2010-2018 highest county population growth at 9.5% vs state 6.0% , region averaging 4.7%




## Job Growth Outpaced Nation

Average growth of 9.8% versus nation at 7.8%. Largest county growth at 22.9% versus state at 18.1%.



## World's Most Productive Ag Region

Home to the top three agriculture producing counties in the nation. Produces one quarter of all food consumed in the U.S.



## Nation's Largest Energy Market

Largest wind energy and solar farms and the top oil producing county in the United States.



## Inventory of Industrial and Distribution Space

350 million square feet and growing with 40+ million square feet of spec buildings and land available for large BTS and rail-served buildings.







# Centered in California's 39+ million consumers

## California Advantage

- 5th largest world economy
- Leads in business profitability
- Innovation capital
- Best in U.S. for higher ed
- 51 Fortune 500 headquarters
- Manufacturing output \$300+B
- Leading farm state \$50+B

## The Central California Advantage

- Productive and available workforce
- Central location and strong transportation network
- Proximity to customers and raw materials
- Real estate costs and availability
- Manufacturing and industrial growth center
- Business-friendly



### Lowest Operating Costs

The region has the most “logistics-friendly” cities with lowest operating costs in California.



### Most Affordable Place to Live

Earning \$11 hourly and working 20 hours a week pays the average monthly rent for a one-bedroom apartment and utilities.




### Millennial Population Outpaces Nation by 7%

A young and diverse workforce with 934,055 millennials. The national average for an area this size is 873,992.




### Shipping & Transportation Hub

Central California region has over 2,800 distribution business locations making up nearly 15% of the entire 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.



## A pro-business commitment

- California Incentives, Tax Credits and Exemptions
- Special Zones and Programs
- Workforce Training and Incentives
- Financing Programs

## California Incentives, Tax Credits and Exemptions

### California Competes Tax Credit

An income tax credit available to businesses that 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."

### New Employment Credit

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 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

Most business won't make a profit the first year of operation. Such losses may translate into a Net Operating Loss deduction.

### **Economic Development Rate Program**

A special utility discount for businesses that require high-energy loads to operate, or continue operating, in California. In Central Valley, Pacific Gas & Electric and SoCal Edison offer a reduction of commercial and industrial electrical rates of up to 25% for up to five years.

### **Self-Generation Incentive Program**

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 Zones**

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.

#### **Innovation Hubs**

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. Within Central California, the cities of Fresno, Orange Cove, and Parlier are designated.

#### **Foreign Trade Zones**

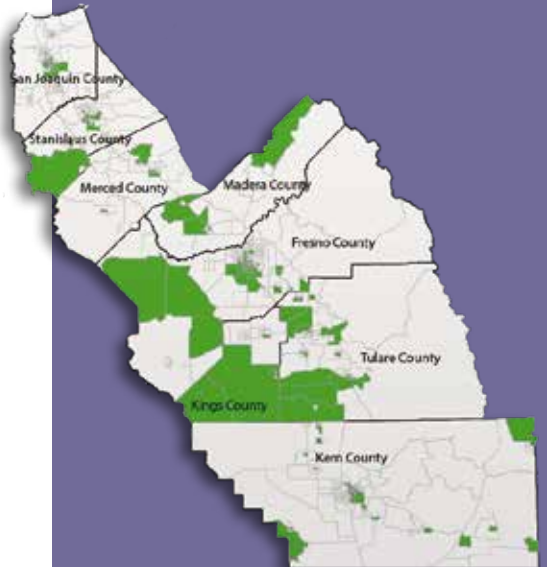
Central California's Foreign Trade Zones (FTZ) are located in Merced/Madera/Fresno/Tulare counties, Kern County, Stockton. FTZs are secured areas legally outside of U.S. customs territory usually located in or near customs points of entry. FTZs allow entry of foreign or domestic merchandise without formal 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.



**Qualified Opportunity Zones equate to higher return on investment**



**157 Opportunity Zones in Central California**



## Workforce Training and Incentives

### Job Referral and Placement

America's Job Center of California provides one-stop access to the state's employment-related services. Employers can get help in posting job openings and recruiting candidates.

### On the Job Training

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 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.

## Work Sharing 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 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

Through the SBA 504 program, provides 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.

**We can direct  
businesses  
to federal,  
state and local  
economic  
incentives.**

**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 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.



For Grant Programs visit  
[www.centralcalifornia.org](http://www.centralcalifornia.org)



**Centered in the  
World's 5th largest  
economy, key growth  
industries for Central  
California are:**

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

# Key Industries

California's Central Valley is in the middle of the world's 5th largest economy. Growing key industries include the following clusters: Agriculture/Food Processing, Advanced Manufacturing, Logistics and E-Commerce, Professional & Business Services, Health and Medical, and Energy and Natural Resources.



**1,655,921**  
Jobs

**\$356.4B**  
Total Sales

**\$159.8B**  
Gross Regional  
Product

**2018**

Billions \$

NAICS	Description	Jobs	Total Sales	GRP
11	Ag, Forestry, Fishing and Hunting	222,562	34.94	22.44
21	Mining, Quarrying, and Oil and Gas Extraction	9,182	6.98	3.8
22	Utilities	6,650	5.52	3.77
23	Construction	84,815	13.57	7.02
31	Manufacturing	112,441	55.87	16.98
42	Wholesale Trade	50,122	16.34	10.47
44	Retail Trade	161,583	16.69	10.26
48	Transportation and Warehousing	77,167	14.09	6.87
51	Information	31,795	5.75	3.27
52	Finance and Insurance	31,795	11.69	6.33
53	Real Estate and Rental and Leasing	20,799	11.32	4.79
54	Professional, Scientific, and Technical Svcs.	44,977	6.78	4.50
55	Management of Companies and Enterprises	11,635	7.54	1.30
56	Administrative and Support and Waste Mgmt. Svcs.	77,449	1.17	4.62
61	Educational Services	19,972	25.36	0.82
62	Health Care and Social Assistance	214,001	1.42	15.15
71	Arts, Entertainment, and Recreation	16,405	8.29	855.10
72	Accommodation and Food Services	115,053	8.29	4.24
81	Other Services (except Public Administration)	64,149	5.33	2.94
<b>PRIVATE INDUSTRY TOTAL</b>		<b>1,351,775</b>	<b>250.58</b>	<b>130.41</b>
90	Government	304,146	105.80	29.42
<b>GRAND TOTAL</b>		<b>1,655,921</b>	<b>356.37</b>	<b>159.84</b>

Source: EMSI Q2 2019 Data Set for California Central Valley eight-county region.

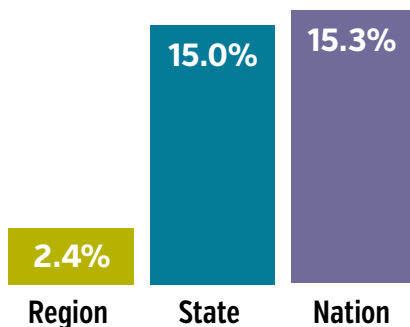


# Ag Business/Food Processing

## Top Businesses

Company	Jobs
Grimmway Enterprises	6,500
Giumarra Vineyards	4,000
Foster Farms	3,800
E&J Gallo Winery	3,300
Foster Farms	2,500
Bolthouse Farms	2,350
Seneca	2,300
Sunview Vineyards	2,000
Ruiz Food Products	2,000
Del Monte Foods	1,850
Stanislaus Food Products	1,800
Sun World Int'l	1,600
Del Monte Corporation	1,550
ConAgra	1,300
Wonderful Citrus	1,096
Zacky Farms	1,000
Olam Tomato Processing	1,000
Hilmar Cheese Company	1,000
Dole Packaged Fruits	987
Leprino Foods	970
Dreyer's Grand Ice Cream	853
Frito Lay (Pepsico)	725
Cottage Bakery	690
Sungold	600
Land 'O Lakes	560

## Job Growth



## Trend

For Food Processor's, Central California is the obvious choice with 7 of the nation's top ten agricultural producing counties. There is a very high degree of cross-over between value-added agriculture and advanced manufacturing. Clean-label ingredients are driving the market from growing to packaging, all done locally.

**7,088**

Business Locations

*Locations decreased by 60 over the last 5 years.*

**222,581**

Jobs

*Jobs increased by 4,324 over the last 5 years.*

**\$38.9K**

Earnings Per Job

*Regional cost per job are \$3.2K below the state and \$9.0K below nation.*

## Wages

Key Occupation	Starting Hourly	Median Hourly
Compliance Officer	24.24	31.27
Water Treatment Plant Operators	21.44	27.35
Food Scientist and Technologists	20.98	27.19
Ag and Food Science Technicians	15.42	19.36
First-Line Supervisors	12.42	17.37

## Takeaways

- Food Processing increased by 1,106 jobs [2.4%] from 2013-2018, less than the national growth rate of 15.3%.
- Regional job concentration for Food Processing is 3.94 times the national job concentration. In other words, there are 294% more jobs in Food Processing in this region than we would expect to find in the average region.
- Cost of food processing labor in the region is \$70,000, which is below the state average.
- On average each year, community colleges in the region confer 125 certificates and 233 degrees related to agriculture, water and food processing



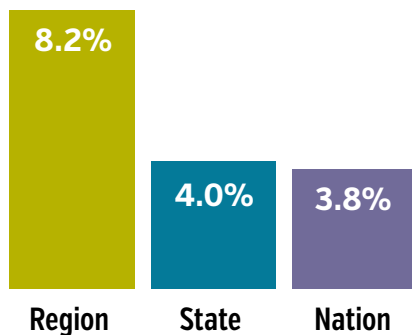


# Advanced Manufacturing

## Top Manufacturers

Company	sf
Tesla Motors	2.3 MM
Verallia Glass	1.1 MM
Pacific Coast Producers	1.0 MM
Owens-Illinois	1.0 MM
Niagara Water Bottling Co.	676 K
Simpson Strong-Tie	600 K
International Paper	600 K
Katerra	577 K
Certainteed Corporation	570 K
GAF	525 K
Fisher Manufacturing	373 K
Georgia-Pacific	364 K
Applied Aerospace Structures	333 K
Barbosa Cabinets, Inc.	312 K
Noll Manufacturing	300 K
Fastenal	300 K
Sonoco Packaging	300 K
Old Castle Precast Inc.	290 K
Dopaco, Inc.	276 K
Sealed Air Corp.	264 K
Golden State Lumber	260 K
Bell Carter Packaging	258 K
Florestone Products Co. Inc.	220 K
Denham Plastics	200 K
Green Power Bus	184K

## Job Growth



## Trend

As more companies move inland, technology integration is trending in Central California. From surfing to self-driving vehicles, the wave of technology has hit the valley. Companies like Waymo and Tesla are using Career Technical Education programs to find and train employees. Katerra technology optimized manufacturing plant has found a home along with mega-food packaging and glass plants like Verallia Glass and Pacific Coast Producers.

**1,893**

Business Locations

*Payrolled business locations increased by 103 over the last 5 years.*

**52,656**

Jobs

*Jobs increased by 3,975 over the last 5 years.*

**\$16.2B**

Gross Regional Product

*This represents 14% of the region's private GRP.*

## Wages

Key Occupation	Starting Hourly	Median Hourly
Electrical Engineering Technicians	30.08	36.62
Industrial Machinery Mechanics	19.93	25.29
First-Line Supervisors	19.01	26.41
Machine Tool Operators	15.50	18.99
Packaging Machine Operators	11.45	13.41

## Takeaways

- Jobs increased by 3,975 jobs [8.2%] from 2013-2018, outpacing the state growth rate of 4.0%.
- Cost of labor in the region is below average. The earnings per job for CCVEDC is \$71,700, which is \$51,000 below the state average of \$122,700.
- On average each year, community colleges in the region confer 280 certificates, 132 degrees, 32 non-credit awards and four other-credit awards related to advanced manufacturing.



# Logistics and E-Commerce

## Top Mega DCs

Company	sf
Amazon (8 DCs)	1 to 2.6 MM
Ross Dress for Less	2.0 MM
Safeway Dist. Center	1.9 MM
Target Dist. Center	1.8 MM
IKEA Distribution	1.7 MM
Prism Logistics	1.6 MM
Restoration Hardware	1.5 MM
Crate & Barrel	1.3 MM
American Tire	1.2 MM
Medline Industries	1.1 MM
Costco	1.1 MM
Wayfair	1.1 MM
The Gap	1.0 MM
Sears Logistics	1.0 MM
VF Outdoor, Inc.	1.0 MM
Walmart	1.0 MM
CVS	950 K
Army & Airforce Exchange	850 K
Grainger	820 K
Dollar Tree	809 K
Best Buy	800 K
Super Stores Industries	783K

## Trend

The overall trend in Logistics is the flow of E-Commerce facilities, where sales, services, specialized manufacturing and distribution are all under one roof. Amazon has located eight mega centers throughout the Valley, flanked by Restoration Hardware, Crate & Barrel, Wayfair, L'Oreal and Gap, among others. Lower-cost of doing business, available workforce and land are among the driving factors.

**2,677**

Business Locations

*Locations increased by 569 over the last 5 years.*

**71,577**

Jobs

*Jobs increased by 21,174 over the last 5 years.*

**\$57.2K**

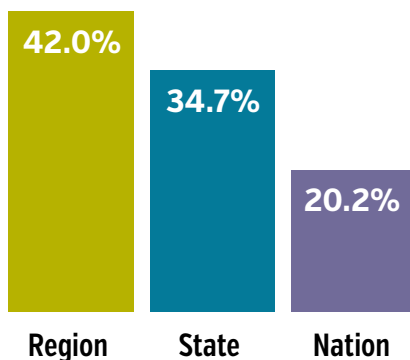
Earnings Per Job

*Regional cost per job are \$9.8K below the state and \$9.0K below nation.*

## Wages

Key Occupation	Starting Hourly	Median Hourly
Heavy Truck Drivers	16.04	18.71
Industrial Truck and Tractor Operators	12.72	15.50
First-line Supervisors	19.49	26.45
Shipping, Receiving Clerks	12.15	15.16
Light Truck Drivers	14.37	17.35

## Job Growth



## Takeaways

- Jobs for Transportation and Warehousing increased by 21,174 jobs [42.0%] from 2013-2018, outpacing the state growth rate of 34.7% and national growth rate of 20.2%.
- Regional job concentration for Transportation and Warehousing is 1.46 times the state and 1.37 times the national job concentration.
- Cost of labor in the region is below average.
- On average each year, community colleges in the region confer 19 certificates, four degrees and 20 non-credit awards related to logistics.

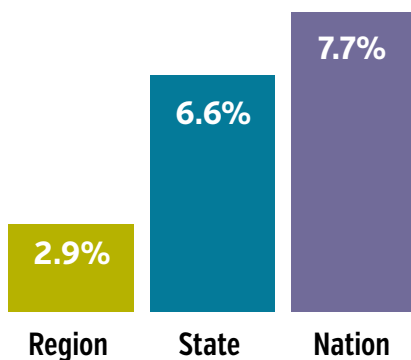


# Professional & Business Services

## Top Business Services

Company	Jobs
Alorica	2,100
Amazon Ecommerce	2,000
IRS Customer Service	1,500
TMobile Customer Service	1,100
Aetna Customer Service	904
Blue Shield Customer Svc..	900
ACS Call Center	610
Covered California Call Ctr.	500
Cigna HealthCare Cust. Svc.	500
Med-America Billing Svc.	425-500
RYLA Call Center	400
Bianchi & Sons Shipping	400
American Medical Response	380-500
AT&T Customer Service	270
Synovate	270
Pacific Gas & Electric	225
In Touch	200
Diversified Collection Svc.	150
Broder	125
DialAmerica	120
Crawford & Company Claims	100
Paychex	100
PhyCom	100

## Projected Job Growth



## Trend

Future Growth of the Business Services industry may be underestimated due to the swift growth of other industries in the Valley, and, to the potential of large companies moving Back Office operations close by to less costly areas. An estimated 84,000 people commute to the Bay area on a daily basis.

**6,764**

Business Locations

*Locations increased by 303 over the last 5 years.*

**102,535**

Jobs

*Jobs increased by 2,906 over the last 5 years.*

**\$16.25B**

Total Sales Output

*This represents 4.6% of the region's sales output.*

## Wages

Key Occupation	Starting Hourly	Median Hourly
Operations Manager	29.79	42.81
First-Line Supervisor	16.37	19.57
Secretaries and Administrative Assistants	14.09	17.53
Billing/Posting Clerks	13.50	16.43
Receptionist/Info Clerk	11.55	13.47

## Takeaways

- Jobs for Professional and Business Industry Group increased by 1,278 jobs [1.3%] from 2013-2018. The industries are projected to increase by 2,906 jobs [2.8%] from 2018-2023, less than the state growth rate of 6.6%.
- Regional job concentration for Professional and Business Industry Group is 0.46 times the state job concentration.
- Cost of labor in the region is below average. The regional earnings per job for Professional and Business Industry Group is \$56,000, which is \$47,100 below the state average of \$103,200.
- On average each year, community colleges in the region confer 383 certificates, 1,139 degrees and 19 non-credit awards related to business. The gap analysis reveals a shortage of 22,869 workers in the region.



# Health and Medical

## Top Employers

Company	Jobs
<b>MEDICAL MANUFACTURING</b>	
Sunrise Medical	450
Pacific Medical, Inc.	400
Med-line Industries	360
Cepheid	270
Nusil	220
Hill-Rom	140
HOYA Vision Care	100-249
Townsend Design	100-249
Freedom Medical	80
West Coast Magnetics	75
Universal Meditech	70
Top Shelf	50
Elma Electronics, Inc.	40
San-I-Pak	35
<b>MEDICAL DISTRIBUTORS</b>	
Medline Industries	470
Az Home Medical Equip.	64
Medical Supplies & Equip.	50
Hofer Manufacturing Inc	47
Tech West Inc	40
Alta One Medical Inc	40
Henry Schein Dental Co	37
American Master Tech	23

## Trend

With high-skilled commuters and a growing medical cluster, biotech and medical service companies are springing up in communities throughout Central California. The California Health Sciences University offers a new College of Pharmacy and College of Osteopathic Medicine further improving the access and delivery of quality healthcare to the region. Valley Children's Hospital, with its 2,500 employees, has grown to one of the largest pediatric healthcare networks in the country.

**1,907**

Business Locations

*Locations increased by 709 over the last 5 years.*

**160,860**

Jobs

*Jobs increased by 18,123 over the last 5 years. Projected to increase by 17,408 the next 5 years.*

**\$25.4B**

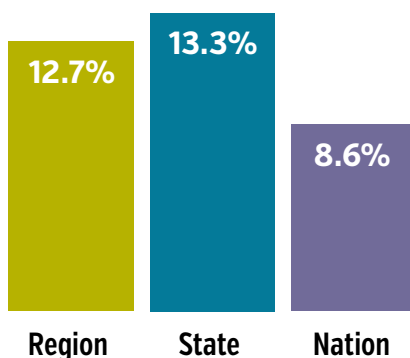
Industry Sales

*This represents 10% of the region's sales output.*

## Wages

Key Occupation	Starting Hourly	Median Hourly
Registered Nurse	36.88	45.53
Radiologic Technologist	28.07	35.66
Medical Records Technician	15.23	19.83
Pharmacy Technician	14.58	17.74
Medical Assistant	12.76	14.75
Emergency Medical Technician	12.66	15.08
Nursing Assistant	12.14	14.08

## Job Growth



## Takeaways

- Local Health Services increased by 18,123 jobs [12.7%] from 2013-2018. The industries are projected to increase by 17,408 jobs [10.8%] from 2018-2023.
- Over 48 community/regional hospitals serve the area.
- Cost of labor in the region is below average. The regional earnings per job for Health Services is \$75,000, which is \$8,100 below state average.
- On average each year, community colleges in the region confer 1,088 certificates, 1,521 degrees and 67 other-credit awards related to health care. The region has a shortage of 9,783 workers.



# Energy and Natural Resources

## Top Industry

Company
<b>WIND</b>
Altamont Midway LTD
EDF Renewable Energy
Foundation Windpower
Green Ridge Power LLC
Sea West Energy
BHE Renewable
EDF Renewable
Pioneer Green Energy
<b>SOLAR</b>
Solar Star- 579 MW
Mountain House- 400 MW
Springbrook 1 & 2- 257 MW
First Solar- 250 MW+
Panoche Valley- 246 MW
S*Power- 222 MW
RE Tranquility- 206 MW
Wright Solar- 200 MW
<b>OIL</b>
Aera Energy
Chevron
Macpherson
E&B Natural Resources
California Resources Production
Sentinal Peak
Berry Petroleum
<b>BIOENERGY</b>
DTE Energy Services
California Bioenergy
Ameresco, Inc.
Community Fuels
Covanta Power Pacific
French Oils, LLC
GreenLeaf Power, LLC
Pacific Ethanol, Inc.

## Trend

Natural resources play a key role in the Energy sector for the Central Valley. The region has one of the highest oil producing counties in the nation yielding over 72% of California’s oil production and 70% of its gas production. The region also is home to the world’s largest solar and wind installations.

**657**

Business Locations

*Locations decreased by 12 over the last 5 years.*

**37,059**

Jobs

*Jobs decreased by 5,354 over the last 5 years.*

**\$124.2K**

Earnings per Job

*Regional earnings per job are \$15.2K below the national earnings per job.*

## Wages

Key Occupation	Starting Hourly	Median Hourly
Electricians	20.81	29.26
Operators, Oil and Gas	20.50	25.70
First-Line Supervisors	19.62	28.47
Construction Manager	16.09	29.91
Solar Installer	15.92	18.95
Maintenance Worker	13.89	18.78

## Takeaways

- Jobs decreased by 5,354 jobs [-14%] from 2013-2018, consistent with the national growth rate of -11.3%.
- Cost of labor in the region is below average. The regional earnings per job is \$124,200, which is \$15,200 below the national average of \$139,400.
- On average each year, community colleges in the region confer 169 certificates and 37 degrees related to energy, construction and utilities. The gap analysis reveals a shortage of 10,056 workers in the region.
- Key occupations experienced overall growth of 15.2% from 2013 to 2018, indicating the regional labor pool in increasing.

# Quality of Life

## Area Recreation

Embracing Central California are the wonders of Yosemite National Park: the massive monolith of El Capitan, Yosemite Falls (the highest in North America) and Tuolumne Meadows. In Kings Canyon and Sequoia National Parks, you'll discover the majesty of the Giant Sequoias, the world's largest living things. If you love the ocean, it's only two hours away. Adventure lovers will enjoy river rafting on the Kern River. For agritourism enthusiasts, the Central Valley has the largest concentration of vineyards in the state and hosts the Madera Wine Trail and Fresno Wine Journey.



## Affordability

Many residents find Central California a refreshing oasis with its favorable cost of living, affordable real estate, and easy access to recreation. Central California boasts the largest percentage of housing affordability in the state. Over 50 to 70% of people can afford to buy a home.



### Housing Affordability



### Median Home Price

**\$571,600**  
California

**\$273,500**  
Central Valley





## SITE SELECTION

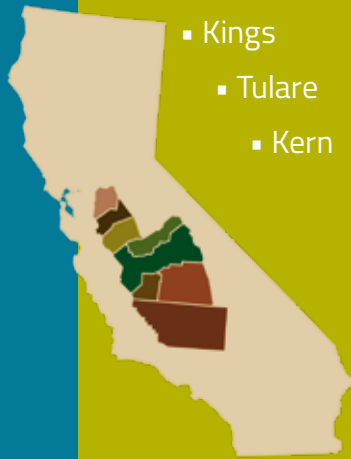
CCVEDC offers free and confidential assistance with:

- Real Estate
- Incentives
- Regional Data
- Site Tours

## WHO WE ARE

Central California Counties

- San Joaquin
- Stanislaus
- 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

**Eight Counties, One Contact**  
[www.centralcalifornia.org](http://www.centralcalifornia.org)