

# SPRING ZOOM: Opportunity in Motion

CALIFORNIA

CENTRAL VALLEY EDC

5/12/26

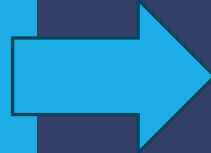


Contact: Jennifer Faughn  
jfaughn@centralcalifornia.org

888-998-2345

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

# 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."*

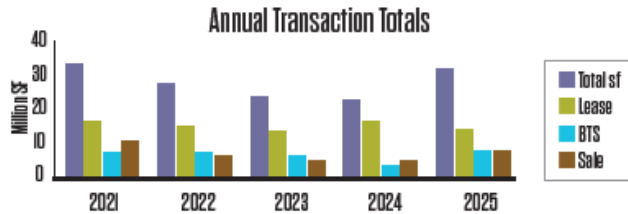
- Colliers International

## Industrial Real Estate Market

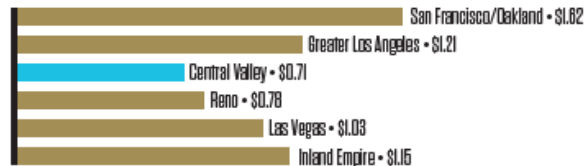


## Market Trends

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.

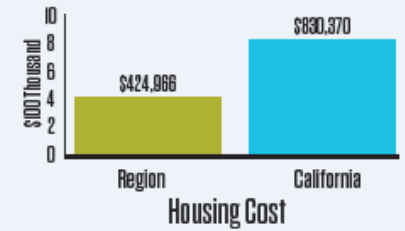
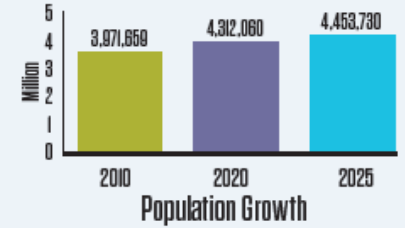
- Center of 4th largest World Economy
- California's Food & Logistics Corridor
- Lower Drayage and Logistics Costs
- Dual Rail Lines and Traffic Corridors
- 4 Deep Water Ports nearby
- 3 Metro Passenger Airports
- 4 Public Universities, 14 Community Colleges/Focus on CTE



## 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

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- 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

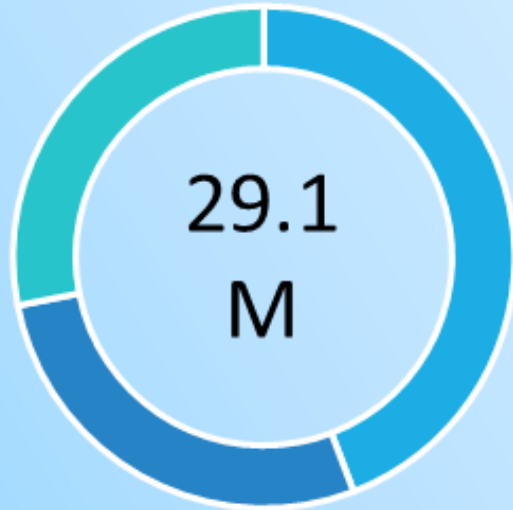
5.2% Vacancy  
Rate

\$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

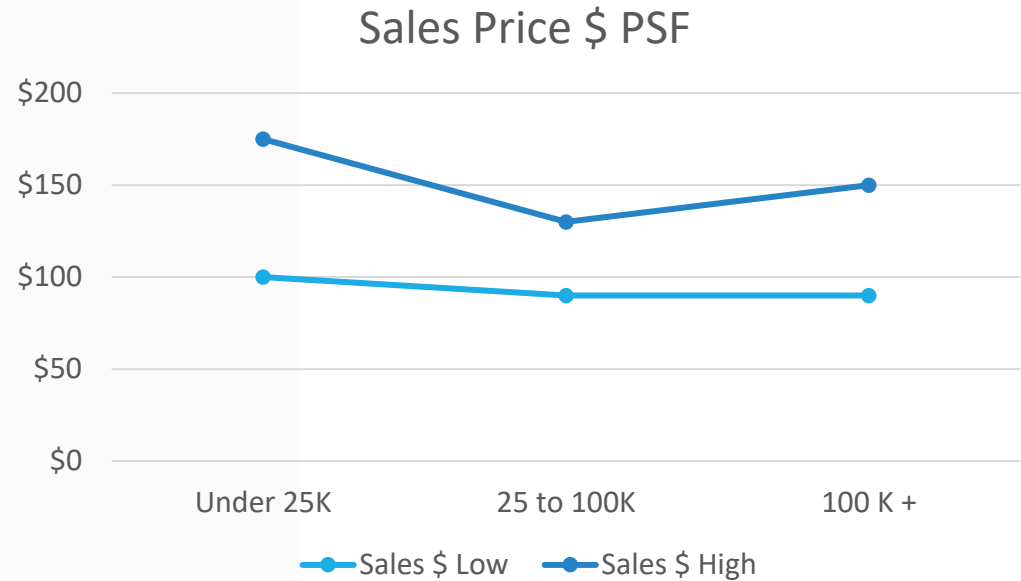
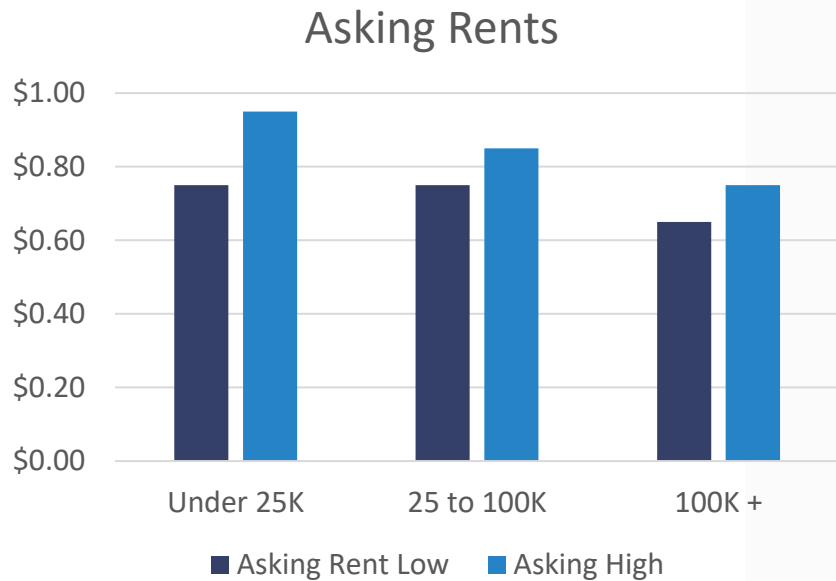
# Space Available Overview



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

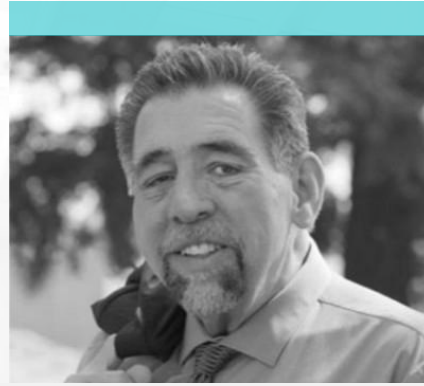
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- “Whether a client needs 50,000 square feet, a million-square-foot fulfillment center, rail access, cold storage capability, heavy power, or a large greenfield site for phased expansion, the Central Valley has product and communities that can compete.”

# Our Counties



**Kern County**

Melinda Brown



**Tulare County**

Mike Washam



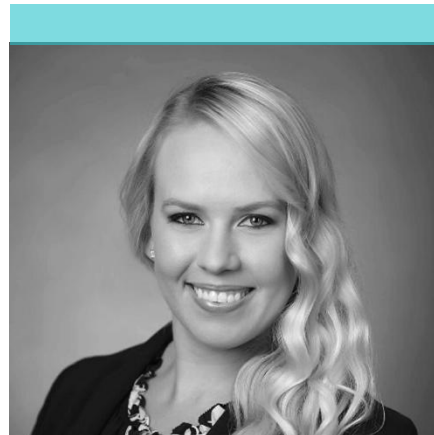
**Kings County**

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**

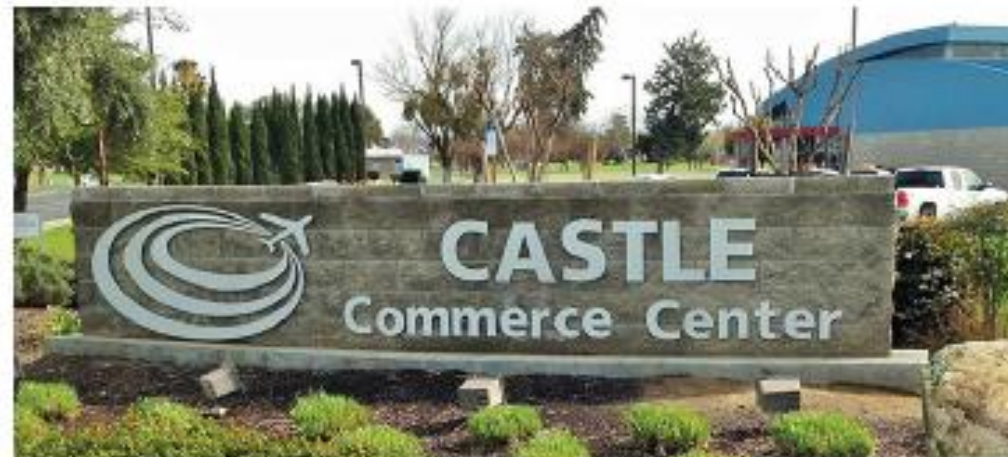
**Population: 163,325**

# 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

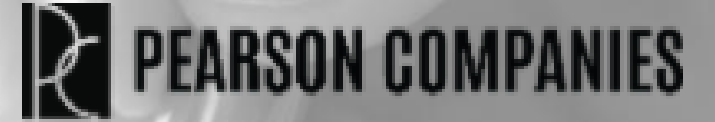
- [California Competes Tax Credit](#)
- [California Opportunity Zones](#)
- [Employee Training Panel](#)
- [Work Opportunity Tax Credit & Fidelity Bonding Program](#)
- [R & D Tax Credit](#)
- [Manufacturing Partial Sales and Use Tax Exemption](#)
- [Sales & Use Tax Exclusion - CAEATFA STE](#)
- [PG&E 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](mailto:Buk.wagner@colliers.com)



±102,000 SF Distribution Building  
For Sale or Lease

375 S. West Avenue  
Fresno, California

Buk Wagner <sup>SIOR</sup>  
559 250 2110  
[buk.wagner@colliers.com](mailto:buk.wagner@colliers.com)  
CA DRE #01296746

Charlie Schuh <sup>CCIM</sup>  
559 221 7393  
[charlie.schuh@colliers.com](mailto:charlie.schuh@colliers.com)  
CA DRE #01195311

# Property Pitch

Ethan Smith

Newmark Pearson Commercial

559-447-6256

[smith@pearsonrealty.com](mailto:smith@pearsonrealty.com)



AVAILABLE FOR LEASE

**30152 Road 84**  
Visalia, California

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

# Property Pitch

Daniel Davis

CBRE

209-476-2941

[Dt.davis@cbre.com](mailto: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](mailto: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](mailto: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

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ONE REGION...ONE CONTACT