



---

# YOUR SUCCESS STORY BELONGS HERE

---

BUSINESS INCENTIVES GUIDE

SAN JOAQUIN  
—COUNTY—

*Greatness grows here.*



# WELCOME

## WE'RE AT YOUR SERVICE

Welcome to San Joaquin County where smart investments, innovation and collaboration are driving phenomenal economic growth and opportunity. We invite you to learn about a variety of incentive programs for businesses and companies seeking to establish or expand in the heart of California. These incentives are only part of the reason businesses are attracted to San Joaquin County. We offer an abundance of high quality affordable homes, excellent schools, exceptional transportation networks, a large workforce, world-class agriculture and wineries, natural resources and recreation which add up to a unique region where companies and their employees can grow and thrive.

This guide serves as an introduction to the incentives we offer. The next step: Our teams of economic development professionals can tailor a package of programs, assistance and resources that match your company's growth plans and employee needs.

We look forward to helping you build your success story in San Joaquin County.

## SAN JOAQUIN COUNTY

The San Joaquin County Employment and Economic Development Department (EEDD) provides employment training, education and economic development services throughout the County. They work in partnership with the San Joaquin County Economic Development Association (EDA) which is a one-stop, free and confidential business resource committed to meeting the needs of development prospects, local businesses and the community. Focusing on business retention and expansion, EDA's goal is to encourage and facilitate business development, capital investment, job creation and the economic diversification of the County.

EEDD: (209) 468-3500

EDA: (209) 468-3615

EEDD: [www.sjgov.org/departments/eedd](http://www.sjgov.org/departments/eedd)

EDA: [www.sjworknet.org/eda.asp](http://www.sjworknet.org/eda.asp)

## SAN JOAQUIN PARTNERSHIP

The San Joaquin Partnership is a private, non-profit economic development corporation that provides confidential no-cost/no obligation services to businesses and industries interested in locating or expanding their operations within San Joaquin County. Working closely with the County and its seven incorporated cities, the Partnership helps facilitate, among other services:

- » Database of available properties
- » Site tours
- » Labor market analysis
- » Employee recruiting
- » Location incentives
- » Development fees and utility costs analyses
- » Government entitlement
- » Permitting

[www.sanjoaquinusa.org](http://www.sanjoaquinusa.org) or call: (800) 570-JOBS x5627

## CONTENTS

Welcome: We're at Your Service	2
Profile of San Joaquin County	3
Business Incentives	6
Workforce Development	10
Quality of Life	11

This Guide is provided for general information purposes only. Although reasonable attempts were made to ensure accuracy at the time of publication, neither San Joaquin County nor the San Joaquin Partnership ("San Joaquin") make any representation or warranty, express or implied, about the completeness, accuracy, reliability or suitability of the information set forth herein. Availability of or eligibility for programs, incentives or assistance will be determined on a case-by-case basis in accordance with local, state and federal law. San Joaquin is not liable for any loss or damage whatsoever arising from or in connection with the use of or reliance upon this Guide.

Data sources provided in this Guide can be found at: [www.sanjoaquinusa.org/wp-content/uploads/2018/01/Bus\\_Guide\\_Citations.pdf](http://www.sanjoaquinusa.org/wp-content/uploads/2018/01/Bus_Guide_Citations.pdf)



# PROFILE

## OF SAN JOAQUIN COUNTY

### OUR STORY

Proximity to the Silicon Valley and the San Francisco Bay Area, and a transportation network that includes interstate freeways, rail, and a deepwater port to handle intermodal shipping – as well as an airport that can accommodate extended operation cargo planes – uniquely positions San Joaquin County for economic growth and business expansion. Add to that a rich California history, abundant industrial and commercial space, a robust workforce, commuting options to and from the Bay Area, affordable housing, and a high quality of life and it's easy to see why greatness grows here.



“ *San Joaquin County has one of the fastest growing economies in California. Between 2013 and 2016, employment grew by 10% while population grew by 1.5%.* ”

- Dr. Jeffrey Michael, Center for Business and Policy Research, University of the Pacific



SAN JOAQUIN COUNTY LED THE STATE WITH A **3.4%** employment growth rate in 2016

#### OUR CITIES

ESCALON  
LATHROP  
LODI  
MANTECA  
RIPON  
STOCKTON  
TRACY

746,868

15TH  
LARGEST  
COUNTY IN  
CALIFORNIA

POPULATION

#### MEDIAN INCOME



\$55,045



\$360,000

MEDIAN HOME  
SALES PRICE

#### AGE DISTRIBUTION

0-19	30.8%
20-54	46.7%
55-64	10.8%
65 & OVER	11.7%



## INFRASTRUCTURE

San Joaquin County's competitive advantage is built on a unique transportation infrastructure. Major interstate highways, air service, a deepwater port, transcontinental rail, and commuter trains drive the region's economy throughout California and beyond its borders.

### STOCKTON METROPOLITAN AIRPORT (SCK)

An economic driver, SCK serves as a logistics hub for cargo transport and a low-cost alternative for commercial and general aviation.



Since initiating cargo service from SCK, Amazon has grown its presence to **200** onsite employees and **3 to 4** aircraft per day, serving three Amazon Prime fulfillment centers in the area.

### PORT OF STOCKTON

Located on the Stockton Deepwater Ship Channel the port is tied to the global economy as an official Port of Entry. The 4,000-acre port offers access to Interstate 5 and railways, and offers more than 7.5 million square feet of warehousing for dry and liquid bulk material.

### HIGHWAY NETWORK

San Joaquin County's highway system supports product distribution regionally and nationally. Highway 99 and Interstate 5 are the main arteries connecting commerce to millions of consumers across the state and the country. Interstates 580 and 205 provide direct access to the Silicon Valley and San Francisco Bay Area.

### RAIL

Burlington Northern Santa Fe and Union Pacific Railroad operate extensive intermodal rail facilities for global distribution of goods.

### COMMUTER TRANSPORTATION

San Joaquin Regional Transit District and Altamont Corridor Express provide commute alternatives to the Silicon Valley and San Francisco Bay Area.



The Port of Stockton  
MOVED MORE THAN  
**\$1 BILLION**  
IN PRODUCTS TO LOCATIONS WORLDWIDE



SAN JOAQUIN'S \$2.3 BILLION  
AGRICULTURAL INDUSTRY  
EXPORTED TO  
**90 COUNTRIES**  
IN 2016



GRAPE PRODUCTION VALUE  
**INCREASED BY 21.4%**  
MAKING SAN JOAQUIN COUNTY  
CALIFORNIA'S LARGEST  
WINE GRAPE PRODUCER



**46,000**  
PEOPLE COMMUTE  
FROM THE SAN JOAQUIN AREA TO  
THEIR JOBS IN THE  
SILICON VALLEY & BAY AREA  
EACH DAY





# REGIONAL INDUSTRIES SNAPSHOT

The fastest growing industries in San Joaquin County are Transportation and Logistics, most visibly represented by Amazon fulfillment centers, where advantages of a multi-modal transportation hub and strategic location are most evident. Since initiating cargo service from the Stockton Metropolitan Airport, Amazon has grown its presence to 200 onsite employees and three to four aircraft per day, serving three Amazon Prime fulfillment centers in the area.

Manufacturing has seen growth and diversification beyond the traditional food processing industry to include auto part production for Tesla, medical devices, and winery expansions. Healthcare and service industries have seen significant employment growth to serve the growing population.

San Joaquin County is home to farm communities with expansive wine grape vineyards, as well as walnut, almond, and cherry orchards. In 2016, the agricultural value exceeded \$2.3 billion and our agricultural products were exported to 90 countries worldwide. A diverse crop mix provides a stable economic base and enhances regional quality of life.



Source: JLL Research January 2018

*An abundance of developable land, industrial parks and build-to-suit spaces as well as affordable commercial real estate and inexpensive construction costs makes the Central Valley a leader among all Northern California industrial markets.*

**AMAZON** HAS OPENED ITS **2<sup>ND</sup>** 1-MILLION <sup>S.F.</sup> FULFILLMENT CENTER IN TRACY

WITH A WORKFORCE OF **317,500**, SAN JOAQUIN COUNTY BENEFITS FROM A LARGE, GROWING & PRODUCTIVE LABOR POOL

SAN JOAQUIN COUNTY IS CANVASSED WITH OVER **98,000 ACRES** OF GRAPES

## EMPLOYMENT BASE



Labor Force, November 2017	317,500
Participation Rate	63%
<b>Employment</b>	<b>297,900</b>
Construction	12,600
Agriculture	14,000
Manufacturing	18,100
Transportation / Logistics	22,400
Information	1,900
Professional / Business Services	19,600
Education / Health Services	38,100
Financial Activities	7,600
Leisure / Hospitality	20,300
Government	42,700
NEC	8,000

Source: CA Employment Development Department, November 2017





# INCENTIVES

## REGIONAL & LOCAL INCENTIVES

### EMPLOYMENT ASSISTANCE

#### EMPLOYMENT TRAINING PANEL (ETP)

The ETP provides employers funding to offset the costs of job skills training. ETP funds are available to support customized job training for full-time California employees. Employers must provide proof that training hours have been completed and trainees have been hired in well-paying jobs for a certain time-period at a specified wage before ETP reimburses payment. Since 1982, ETP has reimbursed over \$1 billion to more than 80,000 businesses. [www.etp.ca.gov](http://www.etp.ca.gov)

#### EMPLOYMENT & ECONOMIC DEVELOPMENT DEPARTMENT (EEDD)

The San Joaquin County EEDD provides employment training, education and economic development services throughout the County. To encapsulate the varied economic development and workforce programs the EEDD created the "WorkNet" brand to promote a one-stop delivery mechanism to benefit employers and job seekers. The WorkNet umbrella includes numerous programs including the following:

##### • On-the-Job Training (OJT)

This program offers wage reimbursement to employers for hiring and training employees. WorkNet pre-screens all applicants to ensure that they meet the desired qualifications of the position(s) being recruited. The program is free and helps employers save money by reducing the cost for recruitment, cuts the time and expense of applicant screening, and offsets the cost of training new employees. [www.sjworknet.org/ojt.asp](http://www.sjworknet.org/ojt.asp)

##### • Complimentary Business Services

**Outreach & Recruitment** After determining a company's employment needs, WorkNet helps to recruit and screen applicants. In addition to free services provided by countywide WorkNet Centers, employers can also access no-cost employee recruitment services provided by the State of California's CalJOBS, and the federal Department of Labor's America's Job Bank. These virtual centers provide employers free access to thousands of job seekers 24/7.

**Testing & Training** WorkNet's Assessment Center provides employers with valuable information about prospective employees. Candidates can be tested for interests, aptitudes and educational skills to determine

their potential as employees and/or their need for job preparation services.

**Rapid Response Team** WorkNet's Rapid Response Team is a group of professionals who help companies that are considering closure or workforce reductions. This Team provides access to resources that could ultimately lead to layoff aversion and company solvency. In the event of a closure or lay-offs, the Team provides unemployment insurance information, resume assistance and alternative job training. Because of its expansive network of County employers, many times the Team can place affected employees in positions with little, if any employment gap.

**Summer Youth Employment Training Program / Hire Me First Program** WorkNet provides employers access to its free Summer Youth Employment Training Program that provides fully paid summer youth with opportunities to learn soft skills and gain valuable work experience. WorkNet also administers the Hire Me First Internship Program that matches high school students with local employers seeking interns.

For more information about WorkNet and EEDD Programs visit: [www.sjworknet.org](http://www.sjworknet.org)

### AIR QUALITY INCENTIVES

#### SAN JOAQUIN VALLEY AIR POLLUTION CONTROL DISTRICT (SJVAPCD)

The SJVAPCD is a public health agency whose mission is to improve the health and quality of life for all Valley residents through efficient, effective and entrepreneurial air quality management strategies. The SJVAPCD offers numerous voluntary air quality incentives to businesses including:

- Hybrid Voucher Program - Incentives to vehicle owners to purchase new hybrid and electric trucks and buses.
- Off-Road Replacement - Incentives to replace mobile in-use, off-road, heavy-duty equipment used in construction and non-agricultural operations.
- Forklift Program - Funding to purchase a new electric forklift or to install a retrofit system on an existing spark-ignited forklift.
- Ag Pump Replacement - Incentives for engine replacement or new electric motor purchase of engines/motors used to power agricultural irrigation pumps.



- Tractor Replacement Program - Incentive funds to replace in-use, off-road tractors and mobile equipment used in agricultural operations.
- Truck Voucher Program - Allows participants to apply through SJVAPCD-certified dealerships to replace old, high-polluting, heavy-duty diesel trucks.
- Off-Road Mobile Equipment Repowers - Incentives for engine replacement (repower) in-use heavy-duty, off-road equipment.
- Alternate Fuel Mechanic Training - Funds for mechanic education or training in alternative-fuel vehicles and infrastructure.
- Prop. 1B: Goods Movement Emission Reduction Program - Incentives for truck replacement for heavy-duty on-road trucks involved in goods movement.
- Drive Clean - Rebates towards the purchase of eligible new, clean-air vehicles.
- Charge Up! - Funds for businesses and public agencies to purchase and install electric vehicle chargers for public use.  
[www.valleyair.org/grants/](http://www.valleyair.org/grants/)

## STATE INCENTIVES

### TAX INCENTIVES

#### CALIFORNIA COMPETES TAX CREDIT

This program offers a state income tax credit for companies that are locating or expanding in California with not less than 25% of the annual tax credits being reserved for small business. The tax credit varies based upon many factors including the number of jobs created/retained, occupational wages paid, and the level of capital investment. [www.business.ca.gov/Programs/CaliforniaCompetesTaxCredit](http://www.business.ca.gov/Programs/CaliforniaCompetesTaxCredit)

#### RESEARCH AND DEVELOPMENT TAX CREDIT

This tax credit reduces income or franchise tax for eligible companies if they paid or incurred expenses while conducting qualified research in California while meeting the Internal Revenue Code (IRC) §41(d)(1) "qualified research" requirements. Expenses generally include wages, supplies, and contract research costs.  
[www.ftb.ca.gov/forms/misc/1082.pdf](http://www.ftb.ca.gov/forms/misc/1082.pdf)

#### NET OPERATING LOSS CARRYOVER (NOL)

California tax law allows businesses that experience a loss for the year to carry this loss forward to the next year in order to offset income in the years that follow subject to certain limitations. Businesses can carryover 100% of their NOL for up to 20 years.  
[www.ftb.ca.gov/forms/2016/16\\_3805vins.pdf](http://www.ftb.ca.gov/forms/2016/16_3805vins.pdf)

## FINANCING ASSISTANCE

#### REVOLVING LOAN FUND (RLF)

The RLF offers loans ranging from \$25K to \$1M to new and existing companies in San Joaquin County. This locally-administered program provides long-term, reasonably-priced, low down payment financing for property acquisition, machinery and equipment, and working capital. To be eligible, borrowers must create or retain jobs in San Joaquin County.

[www.sjworknet.org/bus-financing.asp](http://www.sjworknet.org/bus-financing.asp)

#### BUSINESS INCUBATOR LOAN PROGRAM (BIL)

This program encourages new business formation by offering working capital and equipment loans ranging from \$5k - \$25k to help entrepreneurs finance their emerging operations. Eligible borrowers must submit a Small Business Development Center-certified business plan including detailed financial projections. The maximum loan term is 5 years and loans are secured by the asset(s) being financed.

[www.sjworknet.org/bus-financing.asp](http://www.sjworknet.org/bus-financing.asp)

#### CALIFORNIA ALTERNATIVE ENERGY & ADVANCED TRANSPORTATION FINANCING AUTHORITY (CAEATFA) SALES AND USE TAX EXCLUSION

The program excludes from sales and use taxes purchases of Qualified Property:

- Used to either process or use recycled feedstock in the production of another product or soil amendment, or
- Used in an advanced manufacturing process, or
- Used to manufacture alternative source products or advanced transportation technologies.

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

#### MANUFACTURING AND RESEARCH & DEVELOPMENT EQUIPMENT EXEMPTION

Manufacturers and research and development companies may qualify for a partial exemption of sales and use tax on certain manufacturing and research and development equipment purchases and leases. [www.boe.ca.gov/sutax/manufacturing\\_exemptions.htm#page=Overview](http://www.boe.ca.gov/sutax/manufacturing_exemptions.htm#page=Overview)

#### NEW EMPLOYMENT CREDIT (NEC)

This credit is available each taxable year between 01/01/14 – 01/01/21 to a qualified taxpayer that hires a qualified full-time employee on or after 01/01/14, and pays or incurs qualified wages attributable to work performed by the employee in a designated census tract or economic development area, and that receives a tentative credit reservation for that employee.



In order to be eligible, the qualified taxpayer must have a net increase in its total number of full-time employees working in California, when compared to its base year of annual full-time employees. [www.ftb.ca.gov/online/New\\_Employment\\_Credit\\_Reservation/index.shtml](http://www.ftb.ca.gov/online/New_Employment_Credit_Reservation/index.shtml)

## AIR QUALITY INCENTIVES

### CALIFORNIA AIR RESOURCES BOARD (CARB) AIR QUALITY IMPROVEMENT PROGRAM

The Air Quality Improvement Program is a voluntary incentive program administered by the CARB to fund clean vehicle and equipment projects, research on biofuels production and the air quality impacts of alternative fuels, and workforce training. CARB offers the following Air Quality Improvement Programs:

- Clean Vehicle Rebate Project  
[www.arb.ca.gov/msprog/aqip/cvrp.htm](http://www.arb.ca.gov/msprog/aqip/cvrp.htm)
- Lawn and Garden Equipment Replacement Project  
[www.arb.ca.gov/msprog/aqip/lger.htm](http://www.arb.ca.gov/msprog/aqip/lger.htm)



### ALTERNATIVE AND RENEWABLE FUEL & VEHICLE TECHNOLOGY PROGRAM (AB 118)

The California Energy Commission provides \$100 million annually in grants and loans for alternative and renewable fuels and advanced transportation technologies to help attain the state's climate change policies including:

- Develop and improve alternative/renewable low-carbon fuels.
- Optimize alternative/renewable fuels for existing/developing engine technologies.
- Produce alternative/renewable low-carbon fuels.
- Decrease the overall impact and carbon footprint of alternative/renewable fuels.
- Expand fuel infrastructure, fueling stations, and equipment.
- Improve light, medium, and heavy-duty vehicle technologies.
- Retrofit medium and heavy-duty on-road and non-road vehicle fleets.
- Expand infrastructure for existing fleets, public transit, and transportation corridors.
- Create workforce training programs, technology centers and public outreach.

<http://www.energy.ca.gov/altfuels/index.html>

- Advanced Technology Demonstration Projects  
[www.arb.ca.gov/msprog/aqip/demo.htm](http://www.arb.ca.gov/msprog/aqip/demo.htm)
- Hybrid Off-Road Equipment Pilot Project  
[www.arb.ca.gov/msprog/aqip/offroad\\_hybrid.htm](http://www.arb.ca.gov/msprog/aqip/offroad_hybrid.htm)
- Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project  
[www.californiahvip.org](http://www.californiahvip.org)

## FINANCING ASSISTANCE

### CALIFORNIA INDUSTRIAL DEVELOPMENT BONDS (IDBs)

IDBs provide low interest, tax-exempt, long-term financing of up to \$10 million for the acquisition, construction, rehabilitation and equipping of manufacturing, production and processing facilities for private companies. Only 25% of the bonds can be applied to ancillary office, warehouse or other space. [www.ibank.ca.gov/ibank/Programs/What-are-Industrial-Development-Bonds](http://www.ibank.ca.gov/ibank/Programs/What-are-Industrial-Development-Bonds)

### CALIFORNIA CAPITAL ACCESS PROGRAM (CALCAP)

Administered by the California Pollution Control Financing Authority, CalCAP encourages banks and other financial institutions that have a principal office in the State of California to make loans to small businesses that have difficulty obtaining financing. CalCAP also provides programs to create more electric vehicle charging stations, help at-risk businesses comply with the Americans with Disabilities Act, assist small businesses and property owners with financing for seismic retrofitting and retrofitting polluting diesel trucks. [www.treasurer.ca.gov/cpcfca/calcap/](http://www.treasurer.ca.gov/cpcfca/calcap/)

### HEAVY-DUTY VEHICLE AIR QUALITY LOAN PROGRAM

Small businesses can access these loans to finance diesel exhaust retrofits and heavy-duty trucks and buses (over 14,000 gross vehicle weight rating) equipped with engines certified to specified emission standards for 2007 and newer model year engines using diesel fuel, compressed natural gas, liquefied natural gas or other fuels. [www.treasurer.ca.gov/cpcfca/calcap/arb/summary.asp](http://www.treasurer.ca.gov/cpcfca/calcap/arb/summary.asp)

### RECYCLING MARKET DEVELOPMENT ZONES (RMDZ) REVOLVING LOAN PROGRAM

This program encourages California-based recycling businesses to site new manufacturing facilities and expand existing operations. It provides low-interest loans for the purchase of equipment and other relevant business costs. Projects financed must be located within a RMDZ. The San Joaquin County RMDZ includes all of the unincorporated areas of the county and the incorporated cities of Escalon, Lathrop, Lodi, Manteca, Ripon, Stockton, and Tracy.

<http://www.calrecycle.ca.gov/RMDZ/Loans/>



## FEDERAL INCENTIVES

### TRADE ZONES

#### FOREIGN TRADE ZONE (FTZ)

These zones are secure areas under U.S. Customs and Border Protection (CBP) supervision that are located in or near CBP ports of entry - like the Port of Stockton. While in the zone, merchandise is not subject to U.S. duty or excise tax. Certain tangible personal property is generally exempt from state and local ad valorem taxes. Goods may be exported from the zone free of duty and excise tax. Merchandise may remain in a zone indefinitely, whether or not subject to duty. Foreign and domestic goods held for export are exempt from state and local inventory taxes. The FTZ program encourages U.S.-based operations by removing certain disincentives associated with manufacturing in the United States.

<https://www.trade.gov/enforcement/ftz/>

### TAX INCENTIVES

#### WORK OPPORTUNITY TAX CREDIT

Employers hiring individuals from certain communities can claim a tax credit covering 25% to 50% of those employees' wages. Eligible groups have consistently faced significant barriers to employment, including veterans, certain ex-felons, food stamp recipients and other assistance programs, designated community residents, and vocational rehabilitation referrals. Credits range up to \$9,600. [http://www.edd.ca.gov/Jobs\\_and\\_Training/Work\\_Opportunity\\_Tax\\_Credit.htm](http://www.edd.ca.gov/Jobs_and_Training/Work_Opportunity_Tax_Credit.htm)

### FINANCING ASSISTANCE

#### SMALL BUSINESS ADMINISTRATION (SBA) – LOAN PROGRAMS

These programs provide access to capital to facilitate business formation and expansion. The SBA's assistance is in the form of loan guarantees and its most common programs are the 7(a) and 504. These long-term, low down payment, and reasonably priced financing options tend to reduce the overall cost of capital freeing up resources to support business operations. [www.sba.gov](http://www.sba.gov)

#### EXPORT-IMPORT BANK (EXIM) OF THE U.S.– MEDIUM & LONG-TERM LOAN GUARANTEES

EXIM Bank's Guarantees help businesses secure competitive financing for their international buyers. The EXIM guarantees term financing—generally up to 10 years—to creditworthy international buyers in both the private and public sector, and finance a business' local costs up to 30%. With the EXIM guarantee, international buyers get

competitive term financing—that may previously have been unavailable—from lenders. EXIM's Working Capital Loan Guarantee can empower exporters to unlock cash flow and take on new business abroad.

[www.exim.gov/what-we-do](http://www.exim.gov/what-we-do)

#### EB-5 PROGRAM

This program provides a method of obtaining a green card for foreign nationals who invest money in the U.S. To qualify, individuals must invest \$1,000,000 or at least \$500,000 in a "Targeted Employment Area" (high unemployment or rural area) creating or preserving at least 10 jobs for U.S. workers excluding the investor and immediate family. Foreign investments can be made directly in a job-generating commercial enterprise or into a "regional center" - a 3rd party-managed investment vehicle, which assumes the responsibility of creating the required jobs.

[www.csregional.com/](http://www.csregional.com/)

## BUSINESS RESOURCES

#### iHUB (CALIFORNIA INNOVATION HUB) SAN JOAQUIN

iHUB San Joaquin is one of 15 state designated iHubs that stimulate partnerships, economic development, and job creation around specific research clusters. The iHubs leverage assets such as research parks, technology incubators, universities, and federal laboratories to provide an innovation platform for startup companies, economic development organizations, business groups, and venture capitalists. [www.ihubsj.org/](http://www.ihubsj.org/)

#### SMALL BUSINESS DEVELOPMENT CENTER (SBDC)

The SBDC at San Joaquin Delta College provides free and confidential business consulting, and free and low-cost training to help existing business owners and entrepreneurs grow their operations. The SBDC's training focuses on three business disciplines: Business Planning & Management, Financial Management, and Marketing. <https://sbdc.deltacollege.edu/>

#### SAN JOAQUIN COUNTY ECONOMIC DEVELOPMENT ASSOCIATION (EDA)

The EDA is a one-stop, free and confidential business resource committed to meeting the needs of development prospects, local businesses and the community. Focusing on business retention and expansion, EDA's goal is to encourage and facilitate business development, capital investment, job creation and the economic diversification of the County.

[www.sjcworknet.org/eda.asp](http://www.sjcworknet.org/eda.asp)



# WORKFORCE

## DEVELOPMENT

A skilled and educated workforce leads to job growth, community development, and economic sustainability. San Joaquin County offers multiple training and educational opportunities to prepare an experienced and abundant workforce pipeline.

### K-12

San Joaquin County students in the public, private and charter school setting are being trained with the high technology skills that are necessary to compete in the 21st century. They provide award-winning programs, diverse courses and afterschool activities in STEAM (Science, Technology, Engineering, Arts and Mathematics) as well as state-of-the-art computers and lab equipment. Our commitment to student excellence is evidenced by small classes, rising test scores, high retention rates and the percentage of high school graduates that go on to college.

### HIGHER EDUCATION

Universities, community colleges and tech institutes in and around San Joaquin County are training students for careers in a wide variety of vocational areas designed to prepare individuals to meet the skilled workforce needs of local businesses and industry. From associates undergraduate, graduate and PhD degrees to specialized fields in law, healthcare and technology to vocational and apprenticeship programs, we are proud of the quality training our educational institutions provide.

## WORKFORCE TRAINING

San Joaquin County provides an array of workforce development and training programs to support local workers and assist employers in hiring qualified employees while maximizing available economic and resource benefits. The County's Employment and Economic Development Department, Economic Development Association and the San Joaquin Partnership has responded with considerable investment into public and private job training programs providing free and confidential services to employers and employees.



*There are a lot of contributing factors that go into our thought process as we decide where to place a new fulfillment center. Most importantly, we want to make sure a fulfillment center is placed as close to the customer as possible to ensure we can offer great Prime service and fast shipping speeds to customers. We also look at the workforce and we've found great talent in abundance in San Joaquin County.*



*- Ashley Robinson, Spokesperson, Amazon*

## UNIVERSITIES/COLLEGES WITHIN 45 MILES OF SAN JOAQUIN COUNTY

Name	City	Distance	Enrollment Fall 2016
University of the Pacific	Stockton	0	6,128
CSU Stanislaus - Stockton	Stockton	0	9,762
San Joaquin Delta College	Stockton	0	18,102
Humphreys University	Stockton/Modesto	0	480
University of Notre Dame	Tracy	0	1,691
Modesto Junior College	Modesto	26	17,684
Cosumnes River College	Sacramento	37	14,010
CSU Stanislaus	Turlock	38	9,762
Sacramento City College	Sacramento	40	22,042
CSU Sacramento	Sacramento	43	30,510





# QUALITY

## OF LIFE

San Joaquin County has a moderate climate with warm, dry summers and mild winters. The San Joaquin Delta, where the Sacramento and San Joaquin Rivers meet before entering the San Francisco Bay, is an area rich with outdoor recreation opportunities. The Delta covers over 1,000 miles of navigable rivers, streams and canals for fishing, boating, camping and water sports. A multitude of regional and city parks are within minutes of residential areas, and year-round spectator sports offer affordable, family style entertainment. Several major snow ski resorts and facilities in the Sierra are within a two hour drive. The County also offers a rich variety of cultural resources, recreation and annual community events.

San Joaquin is one of the nation's most desirable housing markets – driven by buyers seeking affordable housing, excellent schools, close-knit communities, and a great quality of life. San Joaquin appeals to a range of budgets and lifestyles. From urban and upscale living to serene settings, to family-centric neighborhoods and master-planned communities, house hunters have options for a fraction of the cost of neighboring markets.

### MEDIAN HOME SALE PRICES (November 2017)

U.S.	\$248,000
California	\$546,820
Alameda County	\$785,000
Contra Costa County	\$564,000
<b>San Joaquin County</b>	<b>\$360,000</b>

### CULTURAL RESOURCES

- Haggin Museum
- Stockton Symphony
- Stockton Opera Association
- Stockton Civic Theatre
- Bob Hope Theater
- Children's Museum
- Allen Short Center
- Lodi Symphony
- Stockton & California Chorale Companies
- UOP Conservatory of Music
- San Joaquin Delta Community College
- San Joaquin County Historical Museum

### RECREATION

- Ice Arena (Skating & Hockey)
- 10 Public Golf Courses
- 5 Private Golf and Country Clubs
- Micke Grove Park & Zoo
- Caswell State Park
- Pixie Woods Park
- Stockton Ports - Minor League Class A Baseball Team (Oakland Athletics)
- Stockton Heat - American Hockey League
- 1,000 Miles of Delta Waterways

### ANNUAL COMMUNITY EVENTS

- Almond Blossom Festival
- Cherry Blossom Festival
- San Joaquin County Fair
- San Joaquin Horse Racing
- Taste of the Valley Art & Food Festival
- Lodi Grape Festival
- San Joaquin Asparagus Festival
- Manteca Pumpkin Festival
- Escalon Park Fete Festival
- Lodi-Woodbridge Zin-Fest
- Waterfront Blues & Jazz Festivals





# SAN JOAQUIN

— COUNTY —

*Greatness grows here.*

San Joaquin County  
Employment & Economic  
Development Department  
[www.sjgov.org/department/eedd](http://www.sjgov.org/department/eedd)  
(209) 468-3500

San Joaquin County  
Economic Development  
Association  
[www.sjworknet.org/eda.asp](http://www.sjworknet.org/eda.asp)  
(209) 468-3615

San Joaquin  
Partnership  
[www.sanjoaquinusa.org](http://www.sanjoaquinusa.org)  
(800) 570-JOBS ext.5627