Equipment Loans & Leases

Refinance or Purchase ▪ Up to 100% Loan to Value¹ ▪ 3 & 5 Year Terms

F&M BANK
Where Banking is Easy!

Call for all your banking needs!

Bob Harmon
Senior Vice President, Stockton Market Manager
209-337-6008

¹ Effective 9/26/18 and subject to change without notice. Credit approval required.

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fmbonline.com
SAN JOAQUIN PARTNERSHIP

Chairmen

Robert K. Wheeler
1991 – 2007

Kevin Huber
2009 – 2015

Robert Kavanaugh
2007 – 2009

Bob Gutierrez
2016 – current

Founders

Bank of Stockton
A. Teichert & Son
F & M Bank
General Mills
Greater Stockton
Chamber of Commerce
The Grupe Company
Port of Stockton
University of the Pacific
San Joaquin County
City of Lodi
City of Manteca
City of Ripon
City of Stockton
City of Tracy

Mission Statement

Lead a cooperative countywide competitive economic development partnership that improves the economy and quality of life by attracting investment that results in new jobs.

San Joaquin Partnership Staff

Michael S. Ammann
President & CEO

Christine Bamesberger-Youngsma
Office Manager

Brad Ecker
Client/Network Administrator

Rene’ Armendariz
Executive Assistant

Board of Directors

2018–2019 Officers

Bob Gutierrez
BG Strategies
Chairman

Susan Dell’Ossio
The Cambay Group
Vice Chairman

Lewis Gale, Ph.D.
University of the Pacific
Secretary / Treasurer

Bob Johnson
City of Lodi
Executive Committee Member

David Nelson
A.G. Spanos Co.
Executive Committee Member

Photo courtesy: Rich Turner
## Economic Impact

### New Locations & Expansion

<table>
<thead>
<tr>
<th>Wins List</th>
<th>Sq. Ft.</th>
<th>Jobs</th>
</tr>
</thead>
<tbody>
<tr>
<td>United Pipe &amp; Steel Corp.</td>
<td>81,200</td>
<td>5</td>
</tr>
<tr>
<td>Penske Truck Leasing</td>
<td>10,000</td>
<td>2-3 (+2 Retained)</td>
</tr>
<tr>
<td>Synnex Corporation</td>
<td>172,737</td>
<td>75</td>
</tr>
<tr>
<td>Sioneer</td>
<td>40,000</td>
<td>20-30</td>
</tr>
<tr>
<td>The Gilbert Company</td>
<td>100,000</td>
<td>10</td>
</tr>
<tr>
<td>Universal Truckload Services</td>
<td>10,000</td>
<td>2 (+8 Retained)</td>
</tr>
<tr>
<td>Katerra</td>
<td>577,000</td>
<td>522</td>
</tr>
<tr>
<td>Haydon Corporation</td>
<td>45,000</td>
<td>25</td>
</tr>
<tr>
<td>Vander-Bend Manufacturing</td>
<td>57,000</td>
<td>55</td>
</tr>
<tr>
<td>Deibel Laboratories</td>
<td>20,750</td>
<td>20-40</td>
</tr>
<tr>
<td>Blue Rhino (Ferrellgas)</td>
<td>17,693</td>
<td>30-40</td>
</tr>
<tr>
<td>Pacific Paper Tube, Inc.</td>
<td>187,207</td>
<td>100</td>
</tr>
<tr>
<td>T.G.S. Transportation, Inc.</td>
<td>988</td>
<td>6-8</td>
</tr>
<tr>
<td>Ardex North America</td>
<td>20,000</td>
<td>2</td>
</tr>
</tbody>
</table>

### Definitions for Economic Impact

Direct Impact: Estimated results from the operation of the business in the analysis

Indirect Impact: Estimated results from the suppliers and purchases made by the business

Induced Impact: Estimated results from household spending at local businesses—retail, health & personal—by new employees

---

### Summary Table of Annual Economic Impacts from San Joaquin Partnership Client Activities, 2018 Job Wins at Buildout*

<table>
<thead>
<tr>
<th>Economic Impacts</th>
<th>Direct</th>
<th>Indirect</th>
<th>Induced</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employment</td>
<td>917</td>
<td>382</td>
<td>717</td>
<td>2,015</td>
</tr>
<tr>
<td>Total Industry Output</td>
<td>$365,598,170</td>
<td>$70,170,019</td>
<td>$84,815,606</td>
<td>$520,583,795</td>
</tr>
<tr>
<td>Labor Income</td>
<td>$59,138,431</td>
<td>$20,132,228</td>
<td>$36,497,606</td>
<td>$115,768,456</td>
</tr>
</tbody>
</table>


---

### Summary Table of Annual Economic Impacts from San Joaquin Partnership Client Activities, 1992 to 2018 at Buildout*

<table>
<thead>
<tr>
<th>Economic Impacts</th>
<th>Direct</th>
<th>Indirect</th>
<th>Induced</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employment</td>
<td>33,354</td>
<td>10,512</td>
<td>21,470</td>
<td>65,336</td>
</tr>
<tr>
<td>Total Industry Output</td>
<td>$8,520,203,632</td>
<td>$1,837,682,226</td>
<td>$2,541,718,216</td>
<td>$12,899,604,075</td>
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<tr>
<td>Labor Income</td>
<td>$1,945,680,803</td>
<td>$534,124,836</td>
<td>$1,083,165,834</td>
<td>$3,562,971,473</td>
</tr>
</tbody>
</table>


---

### Summary Table of Annual Economic Impacts from San Joaquin Partnership Client Activities, 1992 to 2018 Job Obs Retained*

<table>
<thead>
<tr>
<th>Economic Impacts</th>
<th>Direct</th>
<th>Indirect</th>
<th>Induced</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employment</td>
<td>5,978</td>
<td>1,768</td>
<td>3,579</td>
<td>11,326</td>
</tr>
<tr>
<td>Total Industry Output</td>
<td>$1,306,750,722</td>
<td>$303,674,679</td>
<td>$423,714,468</td>
<td>$2,034,139,869</td>
</tr>
<tr>
<td>Labor Income</td>
<td>$326,607,412</td>
<td>$87,319,070</td>
<td>$180,546,694</td>
<td>$594,473,176</td>
</tr>
</tbody>
</table>

We are closing the skilled and trained workforce gap one apprentice at a time.

To learn more about how ABC NorCal’s state and federally approved apprenticeship programs are helping young people earn, learn and build their construction careers, visit abcnorcal.org/apprenticeship.
And the many other ways the Port of Stockton helps you deliver.

SHIP INLAND.
SHIP STOCKTON.
Cruise into Stockton's 35-foot deep-water port, and what will you find? Direct transfer to rail. Quick access to freeways. Nearby storage and distribution facilities. With no congestion, no waiting, and no hassles. All the things you need to get your cargo to its destination, quickly and affordably. Find out why the Port makes sense for your business.

portofstockton.com
209-946-0246
“Once you’ve had a little bit of success whether it’s personal or professional, I think it does breed a sense of optimism. You can see what’s possible.” - Steve Ballmer, ex-Microsoft CEO and owner of the LA Clippers Basketball Team.

Congratulations!
We have arrived at a new economic cycle high. From this optimistic viewpoint 2018 was the best year ever. With this “little bit of success” we can all now see a new future of prosperous possibilities for our residents, businesses, educational and governmental institutions.

Since the bottom of the recession in 2010, economic reports and data tell an amazing story of a step-by-step economic turnaround and recovery for all communities within San Joaquin County. Unemployment in the county is at 6.1% from a record high of over 18% in 2010.

All social and economic indicators show a strong trend of higher employment, lower unemployment, rapid adoption of technology and attraction of new businesses with a continued in-migration of new residents. This underscores a future of positive economic signs pointing to a profitable ride into a rising tide of prosperity.

So where does the economy go from here?
Should we expect continued economic growth and rising employment in 2019?
Yes. The current construction pipeline is full, and backlogs are high. Family formation in our youthful growing labor force will power the local economy for homes and all the goods and services that support this growth. Affordable San Joaquin communities are the only commuter alternative to the unaffordable Bay Area. Master Planned communities like Mountain House, Tracy Hills, Spanos Business Park and River Islands with land dedicated to employment centers will become the hot locations for companies and families over the next 5 years.

Will the Northern San Joaquin Region continue to benefit from the creation and adoption of new technology from Silicon Valley?
Demand for high-quality, well located commercial and industrial real estate isn’t expected to wane anytime soon. The long-term investment in developing large scale industrial and logistics parks like Tracy's Prologis International Park of Commerce and CT Realty's Northern California Logistics Center are only two of the many examples that will continue to attract more large-scale E-Commerce and manufacturers like Amazon and Tesla to our communities.

So what needs to be done?
San Joaquin County will continue to benefit economically from its unique central location in the Northern California MegaRegion of 15.5 million consumers. Now is the time to push forward the following major developments that can further power our local economy:

• Improve Stockton Metro Airport and adjacent AirPark 599
• Continue infrastructure and industrial building improvements within the Port of Stockton
• Attract additional federal and state funding for commuter rail while maintaining highway and bridge improvements through the renewal of Measure K

So, relax. The San Joaquin economy is the best it has been in the past quarter century and the end is not in sight. Let’s continue to work together as investors in the San Joaquin Partnership to grow our county as the recognized Regional Crossroads of Commerce in Northern California.

Michael S. Ammann
President & CEO

Christine Bamesberger-Youngsma
Office Manager

Brad Ecker
Client/Network Administrator

Rene' Armendariz
Executive Assistant

THE CORPORATION
2018 Was the Best Year Ever!
National Electrical Contractors Association (NECA) is the voice of the $130 billion industry responsible for bringing electrical power, lighting and communications to buildings and communities across the United States. Northern California Chapter, NECA contractors strive to be true construction partners with building owners, developers and general contractors. They set industry standards for traditional electrical systems, as well as newer integrated systems to meet the demands of emerging technologies.

NECA Members in the San Joaquin area:

Bockmon & Woody Electric Co., Inc.
CN O’Neill Electric, Inc.
Collins Electrical Company, Inc.
Con J. Franke Electric, Inc.
Maximum Electric, Inc.
SD Electric, Inc.
Stanley Electric Motor Company
THE COMMUNITY THAT GROWS TOGETHER, THRIVES TOGETHER.

At Kaiser Permanente, we don’t see health as an industry. We see it as a cause. That’s why we’re excited to be a part of San Joaquin Partnership. Our doors, hearts and minds are always open to help every last one of you thrive. Learn more at kp.org/centralvalley.
The mission of the San Joaquin Partnership is to lead a cooperative countywide competitive economic development team that improves the overall economy of San Joaquin County, California by attracting private investments into our cities and county that will create new job opportunities and increase wages.

The San Joaquin Partnership also assists local communities in expansion and retention of existing employers upon the community’s or businesses request. In addition, we support educational opportunities that increase the skills and education credentials of the labor force that will retain and attract higher wage employers. Finally, the San Joaquin Partnership cooperatively markets the positive image of our county and its communities.

The 2019 Marketing & Outreach Program targets the following industries: (Examples of successful past target industry locations are highlighted)

- Food Processing (Pearl Crop)
- Fulfillment /Logistics Centers (Federal Express Ground)
- Manufacturing (Pratt Industries)
- Advanced/Specialized Manufacturing (Cepheid)
- Electrical Vehicle Manufacturers & Suppliers (Tesla)
- Construction Materials (Pace Supply)
- Medical Equipment & Supplies (Medline)
- Office/Professional Services/IT (Franklin Templeton)
- Agricultural Technologies (Agro-Culture Liquid Fertilizers)
- Energy Resources & Technologies (Community Fuels)
- Healthcare (Vibra Healthcare)
- Air Cargo & Aviation Services (Amazon Prime Air)
- Technology (Nautilus Data Centers, Katerra)

Marketing Brand Refresh

During 2019 a major updating of online media and digital marketing will be undertaken to align with changing social media, web, visual data display and profile presentation materials.

Grow It! Make It! Ship It! San Joaquin USA

In 2019, the San Joaquin Partnership Marketing and Outreach plan includes the continuation of marketing and selling cooperatively with GO-Biz, TeamCA and the California Central Valley Economic Development Corporation. Our marketing is targeted to Real Estate Professional Associations (SIOR, IAMC, NAIOP, and CoreNet) and attendance of several Site Consultant Forums.

Face to face calls will continue with prospects, site consultants, incentive advisors when traveling to major metropolitan areas for conferences, trade shows or forums. While in these major cities, retention calls on corporate headquarters with locations in San Joaquin County will also be made to maintain relationships with key management.

Conferences

- IEDC Leadership Conference – Fort Lauderdale, FL
- CA Association of Local Economic Developers – Anaheim, CA

Industry Expositions/Trade Shows

- Fancy Food Show – San Francisco, CA
- Westpack – Anaheim, CA - with Central Valley EDC

Missions & National Outreach

- San Francisco Bay Area Calls
- Sacramento Legislative, GO-Biz & Broker Calls
- Sacramento Broker Mission
- LA & Ontario Mission Calls
- SoCal Newport/Orange Broker Calls
- One Voice SJ COG
- Society of Industrial & Office Realtors
  – NorCal/SoCal Chapter Events
  – NorCal SIOR Wine Dinner
  – NorCal SIOR Annual Golf Tourney
  – SIOR SoCal Golf Tourney
  – LA & Ontario Mission Calls
  – SIOR NorCal Holiday Dinner

Greater Silicon Valley Brand

This event attendance and sales call program partners with TiE Silicon Valley, California Technology Council and other organizations with the following goal:

- Attract new investment and expanding Silicon Valley startups, technology firms, manufacturers, suppliers and logistics companies into San Joaquin communities. Successful location examples include Katerra, Amazon, Tesla and suppliers.
Events, Exhibition & Outreach

- Gateway to Growth Marketing Paper insert in Silicon Valley Business Journal and San Francisco Business Times issues plus digital online placement on websites.
- Gateway To Growth paper overrun and digital PDF made available for community marketing and placed on San Joaquin Partnership and Greater Silicon Valley web sites.
- Multiple evening events, conferences and presentations within Silicon Valley, San Francisco and the East Bay. Examples include, Bay Area Council events, TiE Silicon Valley events and Silicon Valley Business Journal events.
- Attended free technology conferences and exhibitions.

Business Retention & Expansion

Support Business Team San Joaquin, a collaboration of the San Joaquin County Economic Development Association, community economic development managers, EDD, and the San Joaquin Partnership.

- Business Team San Joaquin provides cooperative services to retain and grow local companies and holds informative bi-monthly team meetings.
- San Joaquin Partnership is on call to San Joaquin County Economic Development Association and community economic development managers to assist in retention and expansion of companies. Past successful projects include Medline, Pearl Crop and TAP Plastics.
- Retention calls are led by the San Joaquin County Economic Development Association who targets major employers, major retail sales generators and all local expanding companies.

- San Joaquin County Economic Development Association also is a member of the response team that meets with companies closing or downsizing business operations and laying off employees.

During 2019 the Partnership will work with each of the communities to develop an Action Plan that complements each community’s economic and community development goals. An example is membership on the Manteca Economic Development Committee.

Other Community Service Activities

In addition, the San Joaquin Partnership has been appointed as a member of the San Joaquin WorkNet Board of Directors, City of Stockton Development Oversight Commission, Stockton Metropolitan Airport Advisory Commission, City of Manteca Development Committee and is a founding member of i-Hub San Joaquin.

Other Statewide Service Activities

San Joaquin Partnership serves on economic development team marketing boards including the Central Valley Economic Development Corporation and Team CA (founding officer, board member and nominations committee) and California Technology Council - Economic Advisory Board member.
The City of Tracy knows the value of partnerships for long term prosperity. It is the core of our commitment to nurturing a strong, growing business climate.
EXPAND
YOUR
BUSINESS HORIZON

Monthly Network Mixers • Business Tradeshow
Ribbon Cuttings • Liaison Committee
Network4Success Leads Group • Free Lunch & Learn
Government Relations Council (GRC) • Ambassadors
Stockton Chamber Apprenticeship Program (SCAP)
Leadership Stockton • Business Education Alliance (BEA)
Green Team San Joaquin (GTSJ) • New Member Orientation
Fitness Rejuvenates Employee Sustainability and Health (FRESH)

JOIN TODAY!

445 West Weber Avenue, Suite 220
Stockton, CA 95203
209.547.2770
stocktonchamber.org
Two private sector investors joined the Partnership in 2018, including BG Strategies and Volt Workforce Solutions. They are highlighted in the listing below.

**Private Sector Investors**
- A. G. Spanos Companies
- A. Teichert & Son
- ABC NorCal
- ARDEX
- Bank of Agriculture & Commerce
- Bank of Stockton
- BBVA Compass
- BG Strategies
- BHI Management Consulting
- BNSF Railway
- Boyce Resource Development
- Buzz Oates Companies
- CA Water Service Co.
- The Cambay Group
- CBRE
- CenterPoint Properties
- Colliers International
- Collins Electrical Company, Inc.
- CT Realty
- Cummings Design & Advertising
- Cushman & Wakefield
- DeGregori, Gormsen & Ringer
- Diede Construction
- DRYCO Construction, Inc.
- DSS Company dba Knife River Construction
- Farmers & Merchants Bank
- Financial Center Credit Union
- First Priority Greenfleet
- Grupe Commercial Company
- Hakeem, Ellis & Marengo
- Hartin and Hume, Inc.
- Hilton Stockton
- Holt of CA
- JaniTek Cleaning Solutions
- JLL
- J M Eagle
- Kaiser Permanente
- Bob & Janet Kavanaugh
- Kjeldsen, Sinnock & Neudeck, Inc.
- Lagorio Family of Companies
- Lee & Associates CRE
- Marriott: Residence Inn & Courtyard
- Leavitt United Insurance Services
- Mid Cal Industrial Properties
- Neumiller & Beardslee
- Nor. CA Carpenters Regional Council
- North Crossroads Business Park
- Oak Valley Community Bank
- Old Republic Title Co.
- OmniTRAX/Stockton Terminal & Eastern RR (ST&E)
- Pacific Gas & Electric Co.
- Pacific Records Management
- Patmon Company, Inc.
- Premier Finishing
- Prologis
- Ray Morgan Company
- The Record
- Republic Services
- The Robert Rishwain Family Foundation
- San Joaquin Delta College
- Sardee Industries, Inc.
- Schwartz, Giannini, Lantsberger & Adamson Accountancy Corporation
- Siegfried Engineering, Inc.
- St. Joseph's Medical Center
- Stockton Chamber of Commerce
- Stockton Heat Hockey
- Stockton Port Properties
- Stockton Ports Baseball
- Surtec, Inc.
- Sutter Tracy Community Hospital
- TMW & Associates, Inc.
- United Rentals
- University of the Pacific
- Vaquero Farms
- Verve Networks
- **Volt Workforce Solutions**
- Waste Management
- WMB Architects, Inc.

**Public Sector Investors**
- ACE - SJ Rail Commission
- City of Lathrop
- City of Lodi
- City of Manteca
- City of Ripon
- City of Stockton
- City of Tracy
- Port of Stockton
- San Joaquin County
- San Joaquin Council of Governments
- San Joaquin Regional Transit District

---

**2019 Budget**

Projected Revenues: $829,784

Projected Expenses: $828,808

- **Private / New Contributions** 57.0%
- **Public Contributions** 34.4%
- **Miscellaneous Income** 8.6%

- **Program** 32.7%
- **Direct Marketing** 29.2%
- **General Management** 24.1%
- **Advertising Expense** 8.4%
- **Fundraising** 5.6%
Logistics

The Gilbert Company (Assist)
Third Party Logistics. Provides supply-chain services for the retail sector.
New/Retained Jobs: 10 new
Square Footage: 100,000
Location: Stockton
San Joaquin Partnership Services: Wage comparisons, labor market/commuter workforce data, incentives and offered HR team assistance.
San Joaquin Partnership Investor(s): JLL
Broker(s): (Tenant Rep) John Fondale – JLL; (Lessor Rep) Mike Goldstein, Greg O’Leary, Ryan McShane – Colliers Int’l
Agency Assistance: City of Stockton

Universal Truckload Services (Expansion/Relocation)
Full-service provider of customized transportation and logistics solutions.
New/Retained Jobs: 2 new / 8 retained
Square Footage: 10,000
Location: Stockton
San Joaquin Partnership Services: ERC meeting facilitation, permit assistance, and truck route assistance.
San Joaquin Partnership Investor(s): Mid Cal Industrial Properties
Broker(s): (Tenant Rep) Tim Pryor – Mid Cal Industrial Properties; (Lessor Rep) Tim Pryor, Mid Cal Industrial Properties
Agency Assistance: City of Stockton, (Economic Development, Community Development, Public Works, Fire Departments); SJ Council of Governments, CalTrans

Synnex Corporation (Assist)
Electronic hardware and server builds.
New/Retained Jobs: 75 new
Square Footage: 172,737
Location: Tracy
San Joaquin Partnership Services: Incentive information, human resource information.
San Joaquin Partnership Investor(s): Prologis
Broker(s): (Lessor Rep) John Steinbuch – Colliers International
Agency Assistance: City of Tracy (Development Services)

Manufacturing

Ardex North America
(Expansion/Assist)
Produces engineered tile.
New/Retained Jobs: 2 new
Square Footage: 20,000
Location: Stockton
San Joaquin Partnership Services: Development fee estimate, provider referrals.
San Joaquin Partnership Investor(s): Sisler & Sisler Construction
Agency Assistance: City of Stockton

Logistics / Manufacturing

Blue Rhino (Ferrellgas)
Filling and repackaging of BBQ cylinders.
New/Retained Jobs: 30–40 new
Square Footage: 17,693
Location: San Joaquin County (Lathrop)
San Joaquin Partnership Services: Incentive information and detailed incentive estimates.
Agency Assistance: San Joaquin County (Community Development)
CT is a national real estate investment and development company specializing in logistics and e-commerce solutions for corporate America.

Up to 3 million square feet available within CT’s NorCal Logistics Center located in Stockton, CA. See: www.norcallogisticscenter.com

- Proven Success Through Multiple Economic Cycles
- Fully Integrated Operating and Development Platform
- Established Relationships within the Industry and Community
Opportunity in Manteca
Affordable Commercial & Industrial Land for Development
Intermodal Rail Hub
Skilled Workforce
Convenient Access to Highways

All Roads Lead to Manteca
Connecting California and Nearby Western States!

City of Manteca
Economic Development Division
(209) 456-8015
econdev@mantecagov.com
www.ci.manteca.ca.us
SUCCESSFUL PROJECTS

Haydon Corporation
Metal fabrication, H Strut Systems, roof top supports.
New/Retained Jobs: 25 new
Square Footage: 45,000
Location: Stockton
San Joaquin Partnership Services: Site location assistance, incentive information, wage data, provider referrals, ERC meeting facilitation, permit assistance, information assistance (racking, insurance, 3rd party equip. cert.), utility information (EDR Rate Analysis).
San Joaquin Partnership Investor(s): City of Stockton, Port of Stockton, Pacific Gas & Electric, Collins Electrical Co.
Broker(s): (Tenant Rep) Tyson Vallenari – Cushman & Wakefield; (Lessor Rep) Mike Goldstein, Greg O’Leary, Wes Widmer – Colliers International
Agency Assistance: City of Stockton (Economic Development, Community Development, Municipal Utilities, Fire Departments); PG&E, Port of Stockton, SJC EDA/WorkNet
Katerra
Building components manufacturer for multi-residential homes.
New/Retained Jobs: 522 new
Square Footage: 577,000
Location: Tracy
San Joaquin Partnership Services: Site location assistance, incentive information, incentive analysis (SJ P & SJ C EDIP), wage data comparison (construction), provider referrals (CA Competes Tax Credit) and information assistance.
San Joaquin Partnership Investor(s): Prologis, City of Tracy, San Joaquin County Agency Assistance: San Joaquin County WorkNet, City of Tracy Economic Development Dept., GO-Biz.
Pacific Paper Tube, Inc.
Mailing & shipping tubes, industrial paper cores and precision knife-cut cores and concrete forming tubes.
New/Retained Jobs: 100 new
Square Footage: 187,207
Location: San Joaquin County (Stockton)
San Joaquin Partnership Services: Site location assistance, incentive information, wage data, demographics, provider referrals and information assistance (commute workforce).
Broker(s): (Buyer Rep) Richard Sutherland – The Sutherland Co.; (Seller Rep) Mark Reckers – Lee & Associates
S I O N E E R
Manufactures amorphous silica from recycled glass.
New/Retained Jobs: 20-30 new
Square Footage: 40,000
Location: Stockton – Port
San Joaquin Partnership Services:
Site location assistance, incentive information, provider referrals, human resource assistance, information assistance.
San Joaquin Partnership Investor(s):
Port of Stockton, Siegfried Engineering, Inc.
Agency Assistance: Port of Stockton, City of Stockton
Vander-Bend Manufacturing
Sheet metal fabrication, precision machining, electro-mechanical assembly and contract manufacturing.
New/Retained Jobs: 55 new
Square Footage: 57,000
Location: San Joaquin County (Stockton)
San Joaquin Partnership Services:
Incentive information, provider referrals, information assistance.
Broker(s): (Tenant Rep) John Fondale – JLL; (Lessor Rep) Bob Taylor, Tom Davis, Daniel Davis – CBRE
San Joaquin Partnership Services:
Site location assistance, incentive information, incentive analysis, wage comparisons (lab technicians), information assistance (Cost of Living Comparison, UOP Wage Projections, SJ C Food Processors, Commute Workforce).
Broker(s): (Tenant Rep) Karl Hansen – CBRE (San Mateo Area); (Lessor Rep) Jim Martin – Lee & Associates
Agency Assistance: City of Manteca (Economic Development), CCVEDC
Penske Truck Leasing
(Relocation)
Truck maintenance facility.
New/Retained Jobs:
2–3 new / 2 retained
Square Footage: 10,000
Location: San Joaquin County (Tracy)
San Joaquin Partnership Services:
Site location assistance, permit assistance.
San Joaquin Partnership Investor(s):
Cushman & Wakefield.
Broker(s): (Tenant Rep) Tyson Vallenari – Cushman & Wakefield; (Lessor Rep) Tyson Vallenari, Cushman & Wakefield
Agency Assistance: San Joaquin County (Community Development)
T.G.S. Transportation, Inc.
Truck trailer yard for domestic intermodal drayage. Supplies empty trailers to UP Intermodal in Lathrop.
New/Retained Jobs: 6–8 new
Square Footage: 988 sf / 5.4 acres
Location: Manteca
San Joaquin Partnership Services:
Meeting facilitation, provider referrals, permit assistance, information assistance.

Grand Totals
Projects: 14
New Jobs: 874-to-917
Retained Jobs: 10
Square Footage: 1,339,575

Service
Deibel Laboratories
Food safety and nutrition testing lab.
New/Retained Jobs: 20-40 new
Square Footage: 20,750
Location: Manteca
<table>
<thead>
<tr>
<th>Employment by Sector</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ag &amp; Natural Resources</td>
<td>16,700</td>
<td>16,600</td>
<td>16,600</td>
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<tr>
<td>Construction</td>
<td>10,100</td>
<td>11,100</td>
<td>11,500</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>18,600</td>
<td>18,800</td>
<td>19,200</td>
</tr>
<tr>
<td>Trade, Trans &amp; Utilities</td>
<td>57,800</td>
<td>61,800</td>
<td>65,600</td>
</tr>
<tr>
<td>Information</td>
<td>1,900</td>
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<td>Government</td>
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Your Business.
Our Future.

Discover Why San Joaquin is Your Next Big Move
Download the Business Incentives Guide
bit.ly/sjcbusinessincentives
Economic Development Incentive

California—a powerful place to be

At Pacific Gas and Electric Company (PG&E) we are dedicated to enhancing the economic vitality of the communities we serve. Whether your business is looking to launch in a new location, expanding its existing facility or facing financial challenges, we can help.

PG&E developed the unique Economic Development Rate (EDR) to help businesses grow or maintain jobs in California. Our EDR offers eligible businesses the opportunity to lower costs through one of three reduced electric rate options.

Savings you can count on

Commercial or industrial customers can receive an ED Rate discount of 12%, 18% or 25% on the majority of their electric costs for five years.

The standard 12% rate is available throughout our service territory. The enhanced rates of 18% and 25% are available in cities and counties where the annual unemployment rate exceeds the statewide rate. Please see our location rates map on following side.

Eligibility criteria

- Commercial and industrial businesses that would locate or expand out-of-state
- Existing businesses that would cease operations in California without the Economic Development Rate
- Small businesses below 150kW can qualify as well

Your company commitment

- Create or retain jobs in California
- Supply documentation of out-of-state choices or other operational scenarios
- Sign an affidavit stating the EDR is an influencing factor in your decision to locate within the PG&E service territory
- Implement an energy-reduction plan that achieves a 5% energy savings over the life of the EDR or other types of efficiency
- Submit an annual report to PG&E including the number, type of jobs and average salary and benefits for these jobs
- Confirm eligibility for rate with the California Governor’s Office of Business and Economic Development

Contact

For more information, please contact our Economic Development team at 1-877-202-4276, email: economicdevelopment@pge.com, or visit pge.com/economicdevelopment.
LEADING WITH PURPOSE

University of the Pacific and San Joaquin Partnership work together to provide the region a highly skilled workforce. Pacific’s talented alumni span a variety of industries:

Julia Engel ’12
Founder, Gal Meets Glam style and beauty blog, apparel line
Julia started her popular blog while attending Pacific and recently launched the Gal Meets Glam Collection in partnership with Nordstrom.

Max Vargas ’09, ’16
Senior Policy Advisor to Stockton Mayor Michael Tubbs
Max holds two degrees from Pacific and has served members of the California State Senate and Assembly.

Mahrukh ‘Maya’ Hason ’07
Principal and Founder of Azura Labs
Mahrukh pursued her passion in international studies to become an international development professional and has worked all over the world.
City of Lathrop is the place to be...

- **Strategically located on I-5**
  70 miles east of San Francisco and 60 miles south of Sacramento. Nearby access to I-205 & SR-99, Union Pacific Intermodal, commuter express, airports, and a deep water port.

- **Master Planned Communities**
  River Islands - Stewart Tract: 5,000 acres mixed-use total build out of approx. 11,000 dwelling units.
  Central Lathrop - Stanford Crossings: 1,520 acres mixed-use, approx. 6,800 dwelling units and 5 million sq. ft. of office & retail.

- **Available Industrial and Commercial Sites**
  South Lathrop Specific Plan - Commerce Center: 4 million sq. ft. of fully entitled industrial warehouse.
  Lathrop Gateway Specific Plan: pending 3 million sq. ft. of industrial warehouse.

- **Business Friendly City Staff**
  Lathrop’s pro-business environment has attracted nationally recognized companies such as Tesla Motors, In-N-Out, Ghirardelli Chocolate, JCPenney, Del Monte Foods, Home Depot, California Natural Product, Simplot, Ashley Furniture, Boise Cascade and Kraft Heinz.

Come grow with us!

[www.ci.lathrop.ca.us](http://www.ci.lathrop.ca.us)  (209) 941-7220

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**Jewel of the Valley!**

Spend a day and you might just decide to stay a lifetime!

- Business Friendly Atmosphere—Incentive programs available
- Strategically located 1 hour from San Francisco, Sacramento and the Greater Silicon Valley with easy access to Major Freeways.

We are Open for Business

- Well qualified work force—26% of population with a Bachelor’s Degree and an Advanced Degree
- Plenty of shovel ready land with room to grow.
- Ripon offers Metropolitan Convenience with Small Town charm at its finest.

Economic Development Contact: Ken Zuidervaart | kzuidervaart@cityofripon.org | CityOfRipon.org
Population: 300,000
Daytime Population: 130,000
Regional Trade Area: Over 500,000
Excellent Freeway Access to I-5, SR 99 and SR 4
Available Industrial Space & Property

AFFORDABLE BUILDINGS
and land for development or expansion.

UNPARALLELED TRANSPORTATION
inland port, rail, airport and major highways.

ABUNDANT AND DIVERSE
workforce.

Experience the Stockton Advantage
advantagestockton.com / 209.937.8539 / economic.development@stocktonca.gov
At Bank of Stockton we’ve been providing service with a smile for over 150 years. From business loans for expanding a growing venture to real estate loans for helping you buy your first home, we’ve always been here for all your banking needs.

And we’re constantly working to make banking even easier and more convenient, with innovative products like our mobile banking app, remote deposit and security transaction alerts. Visit a branch near you, or check us out online and become part of the Bank of Stockton family.

BANK OF STOCKTON
Withstanding the Test of Time

bankofstockton.com
San Joaquin Partnership helps companies grow

The San Joaquin Partnership 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

San Joaquin Partnership is a private, non-profit economic development corporation headquartered in Stockton.

Learn more at www.sanjoaquinusa.org or call (209) 956-3380.