



# TULARE COUNTY ECONOMIC DEVELOPMENT CORPORATION

February 28, 2023

RE: Project X 2023



## **GREETINGS!**

We are excited to submit sites in Tulare County for consideration of location for Project X 2023.

Our county is centrally located in California, halfway between Los Angeles and San Francisco with State Highway 99 & 65, Highway 198 & 190, ideal for transportation logistics. This proposal includes sites that that would be well-suited for your company, given our central location within the State.

We are very interested in learning more about your company. If you have any questions, or would like to discuss any of the sites proposed, we welcome and look forward to future discussions.

Sincerely,

Vice President & COO  
Tulare County Economic Development Corporation

# TULARE COUNTY PROPOSED SITES

## **01 620 N WESTWOOD AVE LINDSAY, CA**

A mini industrial park located in the small City of Lindsay, CA. This site is a former Olive Processing Plant and Cold Storage operation. Multiple buildings are available OR the owner can build a brand new BTS building to meet specifications.

## **02 W NARANJO BLVD WOODLAKE, CA**

New BTS buildings available in a brand new rural industrial park in the City of Woodlake--up to 100,000 sq. ft. buildings available. This location is already home to multiple cannabis and other related business operations.

## **03 NWC PLAZA DR. & RIGGIN AVE VISALIA, CA**

150 acres of Industrial zoned land for BTS buildings up to 1M sq. ft. Developer is interested in erecting a building with project's specifications, within the project's timeframe. Located less than 2 miles from CA-99 in established Visalia Industrial Park.

SITE #1:

# LINDSAY, CA

620 N WESTWOOD AVE

## 36 ACRES MULTI-TENANT INDUSTRIAL PARK

620 N. Westwood Ave., Lindsay, CA

± 355,000 SF INDUSTRIAL

THE YAMZON TEAM

- Cannabis Approved
- Extra Land
- Built in Wash Ponds
- Former Olive Processing Plant
- Directly Next to Railroad Spur Line
- Hard to Find Value Add Industrial for Single and Multi Tenant Use.

**RE/MAX**  
COMMERCIAL

### INVESTMENT HIGHLIGHTS

- ENTIRE PARCEL WAS JUST APPROVED FOR INDOOR CANNABIS CULTIVATION, MANUFACTURING, AND DISTRIBUTION BY LOCAL ORDINANCE AND VOTER APPROVAL
- ZONED HEAVY INDUSTRIAL WITH HIGH POWER
- 355,000 SF OF EXISTING BUILDING AND SUFFICIENT ACREAGE TO EXPAND TO 1,000,000 SF
- LARGE AND SECURED YARD
- LOW PRICE / SF
- CITY DESIGNATED WATER WELL FOR EXCLUSIVE USE
- ABUNDANT LABOR FORCE WITH AGRICULTURE EXPERIENCE
- CENTRALLY LOCATED BETWEEN LOS ANGELES AND SAN FRANCISCO
- PHASE 1 ENVIRONMENTAL ASSESSMENT COMPLETED
- LEASES EXCLUSIVELY OPEN TO CANNABIS INDUSTRY PARTNERS AND TENANTS
- ROOM FOR GROWTH IN AN EXPLOSIVE INDUSTRY
- IDEAL FOR INDUSTRIAL, LOGISTIC, AND TRUCKING
- MULTIPLE POWER METERS AT 3,000 AMPS / 240 V / 3 W





SITE #2:

# WOODLAKE, CA

## W NARANJO BLVD



## EXECUTIVE SUMMARY

### Availabilities

- Lot 4 – 0.97 Acres (3 Buildings, 5,000 SF Each), 15,000 SF Total
- Phases 2, 3, and 4 can include building sizes up to 100,000 SF, contact broker for more info

### Key Highlights

- 4800 Amp Service with 1,600 Amp service to each building
- Each building will have an ADA restroom
- 1 EV charging station
- Paved parking lot
- Privacy fence
- Zoned for Cannabis
- Allowable Cannabis uses are Manufacturing/Distribution/Delivery/Extraction
- Power has been Allocated with Edison and the estimated time of delivery is November 2022
- Construction will be complete August 2022
- City Services located on site

## PROPERTY OVERVIEW

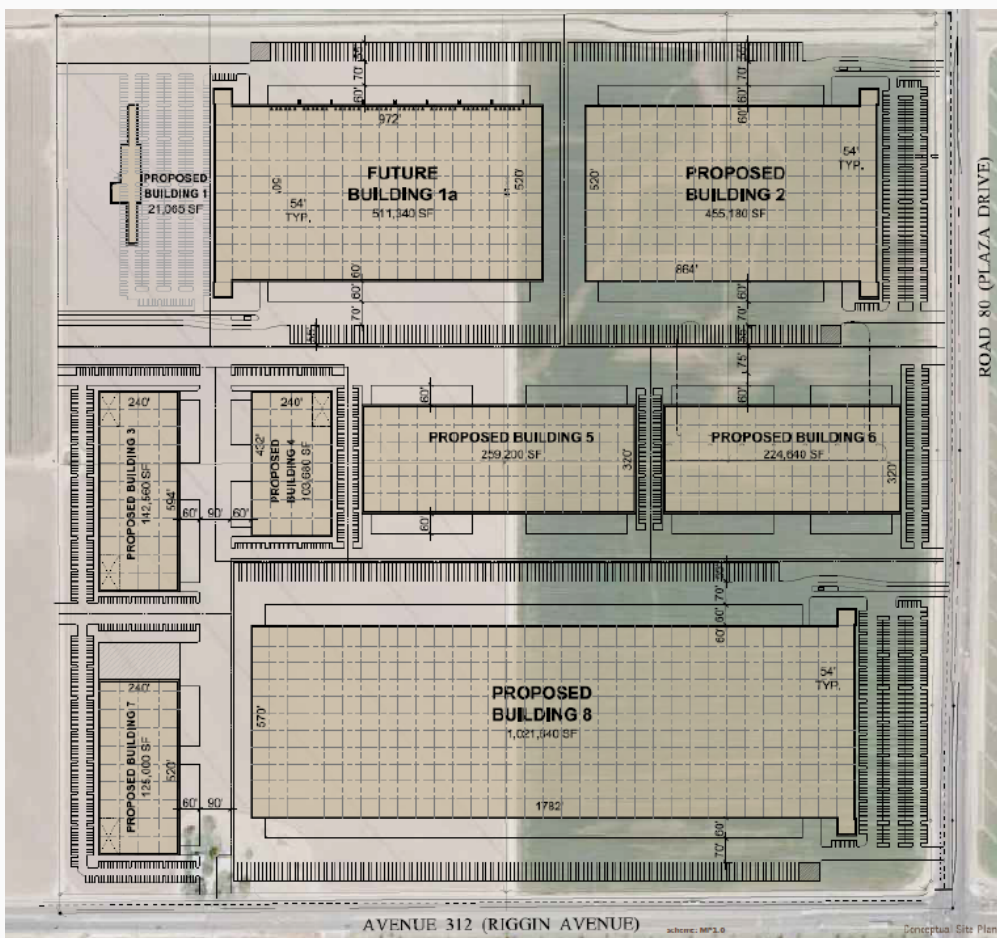




SITE #3:

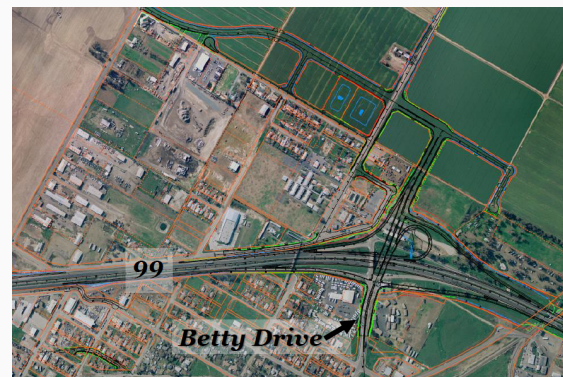
# VISALIA, CA

NWC OF PLAZA DR. & RIGGIN AVE.



## KEY FEATURES:

- BTS options up to 1M sq. ft.
- Located in established, Visalia Industrial Park
- Less than 2 miles from HWY





# TULARE COUNTY ECONOMIC DEVELOPMENT CORPORATION

## SUMMARY

The EDC is a not-for-profit corporation supported by private and public funding and dedicated to assisting companies desiring to locate or expand in California. In this role we are prepared to act as staff to your company in complete confidence and without obligation. We look forward to the opportunity of working with you.



## LOCATION

Tulare County is recognized as one of the top three counties for agricultural production in the nation and a top exporter of products in the U.S. Our central location in California is ideal for freight distribution and it is possible to reach customers with next-day ground delivery service. Tulare County is equidistant to the Ports of Long Beach/L.A. and Oakland and can offer Foreign Trade Zone benefits through our subzone status with FTZ 226.

## LABOR / EMPLOYMENT / TRAINING

Our workforce is loyal and dedicated and as diverse as our industries with many national companies posting their lowest turnover rates at their Tulare County operations. Our Workforce Development Agency provides companies with specialized training programs and offers recruitment, screening and hiring services at no cost.

## INCENTIVES-STATE / FEDERAL / LOCAL

The EDC manages the California Business Incentive Zone that offers an array of incentives for companies considering a location in Tulare County. As a highlight, the following may be available to your company should you choose a location in Tulare County:

- Up to \$10,000 local cash incentives to offset permitting costs or other hard costs associated with the project.
- The EDC will help in accessing state incentives eligible for your project such as the California Hiring Tax Credits and will provide consultative assistance in applying for Cal Competes Tax Credit, including providing any analysis that can assist in attaining the tax credits.

# ADDITIONAL INCENTIVES

## CALIFORNIA BUSINESS INCENTIVE ZONE

In 1998, the eight incorporated cities and county governments formed the ***California Business Incentive Zone (BIZ), the only one of its kind in California.*** The BIZ offers an unprecedented array of incentives for companies considering a location in Tulare County. The following represents our preliminary list of incentives available in Tulare County, pending due diligence of the proposed project and site location.

### BIZ Investment Incentive:

Tulare County has California's only BIZ Investment Fund, which provides up to \$10,000 for the company to use for permit application costs or other hard costs associated with the project. The EDC provides direct payment to help offset these project costs.

### California Competes Tax Credit:

California provides a credit against state income taxes and the tax credit is negotiated with the California Competes Tax Credit Committee. The EDC has been successful in advocating for millions in tax credits for companies that have selected Tulare County as a final location and will facilitate the application on behalf of the company to access the maximum amount of credits available.

### Sales & Use Tax Exemption:

The state provides a partial exemption of sales and use tax on manufacturing equipment and to modifications related to the manufacturing space. The EDC works closely with the state in accessing the tax exemption.

### New Employment Hiring Credit:

The state provides a tax credit for hiring qualified employees that meet certain eligibility and wage criteria. The EDC's workforce development partners work to assist the company in maximizing the access of these tax credits.

### Subsidized Employment:

Up to 100% wage reimbursement is available for qualified hires through our subsidized employment program.

### Other employment related incentives:

The EDC's workforce development partners provide no-cost hiring assistance to the company and assist to maximize access to federal and state tax credits as well as local and state training funds.

### Interest Free 5 Year Fee Deferral:

Our local cities provide an easy deferred payment plan for development costs which are interest free and typically paid over a five (5) year period. Each city negotiates their own deferral program.

### Sales, Property and other tax sharing arrangements:

Our cities have provided tax sharing arrangements with companies depending on the revenue received to the city and the number of jobs created. If the facility is a point of sale, the city may consider negotiating sales tax sharing with the company.

### Fast Track Permitting:

Projects have been fast tracked in our communities, including a 30 day expedited review for an 800,000 square foot distribution center. The cities of Tulare County are committed to meeting or exceeding the timelines established for this project.

### Recycling Market Development Zone (RMDZ):

Tulare County is home to the Greater So. San Joaquin Valley RMDZ. The RMDZ provides attractive loans, help in locating feedstock, streamline permitting and other incentives to businesses located in designated RMDZ areas and that manufacture products using materials diverted from landfills.

### Foreign Trade Zone:

Tulare County is included in U.S. Foreign Trade Zone (FTZ) No. 226. The FTZ is a designated area that is considered to be outside of U.S. Customs territory for the purpose of customs duty payments. Savings are realized in an FTZ through duty deferral, duty elimination, duty reduction and Merchandise Processing Fee Savings.

### Project Manager:

During the site selection process, the company has access to a designated EDC project manager and following a final site selection, the City that is chosen would provide a dedicated staff person who would be available to the company and their construction team.



# THE CENTER OF CALIFORNIA

Tulare County is the centerpiece for California agriculture and its strength is demonstrated in the diversity of industries and businesses, from farming to food processing and from the manufacturing of packaging materials to advanced technologies. Tulare County is also a center for distribution throughout California and the western U.S., with major distribution facilities of companies including:

- Wal-Mart
- VF Outdoor
- VWR
- Patterson Logistics
- Best Buy
- Joann's Stores
- Millipore Sigma
- Candy.com
- Bueno Beverage Company
- UPS Distribution Hub
- Amazon
- Ace Hardware
- International Paper
- BlueScope Steel
- American Inc.
- Conagra Foods
- California Dairies
- Diamond Crystal Brands
- Advanced Food Products
- Ruiz Foods
- Serpa Manufacturing
- Kawneer Co.
- Voltage Multipliers
- Hilti USA
- Pacific Stihl Inc.
- Heilind Electronics
- MWI Veterinary Supplies
- Service Spring Corp.
- Screw Conveyor Corp
- Diamond Perforated Metals
- Butler Manufacturing

## GROUND TRANSPORTATION TO CALIFORNIA & THE WEST

- Due to its central location in California, both UPS and FedEx can guarantee next day ground delivery to most of California and northwest Nevada.
- UPS has expanded its Visalia hub to become the new Central Valley Regional hub for ground shipments. The expansion includes a new 450,000 sf facility in the Visalia Industrial Park.
- OnTrac, a regional delivery service in the Western U.S., consolidated facilities in Kings and Fresno counties to Visalia to become more efficient in their operations.
- Golden State Overnight recently completed a new 63,000 sf facility in Visalia to serve as its central distribution hub.
- National trucking companies such as Knight Transportation, Ruan and Gardner Trucking have substantial operations in the area to ensure that their customers are effectively served by a central location in California.

## WORLD CLASS FIBER OPTIC INFRASTRUCTURE

Service providers in Tulare County can offer an all-fiber network that is less than 5 years old, providing connectivity up to 100 Gbps. Direct connections to top tier data centers in Los Angeles and San Jose, as well as interconnection with most national providers ensures you will have connectivity to your corporate office or reliable and redundant Internet connections. Tulare County's robust fiber infrastructure can deliver the same high-quality telecommunication services and competitive rates that are typically only available in major metropolitan markets.

---

## WORKFORCE



## LOCAL AVAILABLE TRAINING PROGRAMS

As a result of the close working relationships with employers located in Tulare County, the Workforce Investment Board of Tulare County (WIB) is knowledgeable of the skills required by these companies. Training programs have been developed that include industrial maintenance mechanic; programmable logical controllers; HVAC; forklift driver; industrial welding, and other manufacturing and processing related training. The WIB will work in conjunction with company officials and local community colleges to design and present specialized trainings specific to company standards.

- **On-the-Job Training** – is a local wage reimbursement plan managed by the WIB that is available to businesses when they hire eligible candidates. The WIB will reimburse the company one dollar for every two spent.
- **Incumbent Worker Training** - a local WIB sponsored training that covers the costs of training for skills up-grades of current employees. The training can take place at the worksite or in a classroom setting.
- **Upgrade On-the-Job Training** - this program reimburses employers at 2:1 ratio for training incumbent workers as they train at a higher-level position. The employee must have received a promotion and increase in salary to qualify for this program. A locally provided WIB program, Upgrade OJT's provide the company with the opportunity to "grow their own" staff and promote from within.
- **Employment Training Panel (ETP)** – is a contractual program managed by the State of California and is funded by utilizing 1% of taxes paid by businesses in the state. ETP is used by business to cover the cost of training their current staff to upgrade their skills and allow the company to remain competitive.



# TULARE COUNTY WORKFORCE INVESTMENT BOARD, INC.

## PROVIDING NO COST CUSTOMIZED PERSONNEL SERVICES

The Tulare County Workforce Investment Board Employment Connection Partners are ready to personally assist you with your business and employment needs.

**One Contact Facilitator:** To ensure that all resources are being provided.

### Full Service at no cost:

The partners of the Employment Connection provide all phases of recruitment and screening at no cost to the employer. Referrals for drug testing, as well as some advertising assistance is also available.

### Customized Recruitment:

Designed to meet your company needs. Professional well-trained staff is available to manage candidate flow, handle the distribution and acceptance of employment applications and verify right-to-work documents.

### Employee Referral:

We can refer a large pre-screened candidate pool that will meet your hiring requirements. We can also screen employees for state and federal hiring incentives.

### Facilities:

Pre-employment testing facility and administration. Private offices are available for use during the interview process. Large capacity meeting and training rooms are available along with access to copiers, FAX, and Internet. Staff and facilities are also available during non-traditional hours.

### Occupational Skills Training:

Educational Institutions are utilized to provide classroom instruction for participants in need of schooling prior to or during job placement. Schools are able to develop curriculum specific to the needs of the employer.

## CUSTOMIZED TRAINING SERVICES

- Provided as a part of a customized training package
- Working with company, determine what pre-training is needed
- Curriculum development can be provided
- Staff trainers are available to implement training
- Training facilities including computer labs