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

**Population**
4,328,685

**Labor Force**
1,844,700

**Unemployment**
7.6%

**Private Sector Jobs**
1,027,900

**Manufacturing Jobs**
110,900

**Gross Domestic Product**
$161,856,000,000

**Taxable Sales**
$67,249,419,000

**Median Home Price**
$273,500

---

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

---

**QUALITY AVAILABLE WORKFORCE**
Workforce has replaced sites as the #1 Location Advantage. With over 4.3 million people and over 7.6% unemployment rate, the Central Valley has the people to work and training programs for a skilled industrial workforce. California adds 10 million people to its population every 20 years and much of the current growth is occurring within Central California, creating a vast employment pool with a wide range of qualifications.

---

**300 Miles of Opportunity**
- Qualified Opportunity Zones = Higher ROI
- Workforce Availability and Training Programs
- 38 Million Square Feet of Spec Buildings

---

**OPPORTUNITY ZONES**
Qualified Opportunity Zones provide a new benefit created with new tax reform legislation and is one of the largest incentives to taxpayers that we have seen in a long time. They provide a way for industrial investors to place capital in an in-demand asset while maintaining value-added returns.

---

**Population Growth**
- 2000: 4,000,000
- 2010: 4,400,000
- 2019: 4,300,000
- 2060: 5,000,000

---

**Per Capita Income**
- 2000: $27,000
- 2010: $30,000
- 2019: $32,000
- 2060: $40,000

---

**Median Home Price**
- 2000: $100,000
- 2010: $120,000
- 2019: $150,000
- 2060: $200,000

---

**Eight Counties, One Contact 888-998-2345**
STRATEGIC LOCATION
With its proximity to the state’s two major urban centers and key transportation corridors, Central California’s location provides direct access to the 40 million people in the California market. Major rail, freight, and international air facilities offer one-day turnarounds throughout the state and to parts of Nevada and Arizona.

CENTRAL CALIFORNIA REAL ESTATE

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

With an Industrial Base nearing 350 million sf and over 40 million square feet of Spec Buildings, Central California is the number one area for Industrial Growth! Land is still available for development of large build-to-suit or rail-served facilities. The region’s lease rate savings even top those of the Inland Empire in the southern California desert by as much as 20 percent.

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

GREAT COLLEGES AND UNIVERSITIES
Higher education abounds in Central California. There are 20 community colleges that offer students opportunities from vocational training to associate’s degrees, and the opportunity to transfer to a four-year university. There are three CSU campuses, one UC campus, and numerous private colleges in the Central Valley where you can earn anything from a certificate to a doctoral degree.

BUSINESS FRIENDLY ENVIRONMENT
Central California’s pro-business commitment is demonstrated by dramatically shorter permitting processes and substantially lower development fees. Local and regional government agencies have developed fast track systems expediting the permit process; new facilities can be up and operating in less than six months. Permit fees cost a fraction of those in space strapped urban areas.

WORKFORCE
30% cost-savings and customized training

INCENTIVES
State, local, and PG&E

REAL ESTATE
Abundant land, BTS, and rail-served

For more information and free site selection assistance, contact:
Jennifer Faughn
California Central Valley EDC
888-998-2345
jfaughn@centralcalifornia.org