



**SAN JOAQUIN
PARTNERSHIP**



ECONOMIC VIEW

Economic Development for the Benefit of San Joaquin County

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May 21, 2010



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UPCOMING EVENTS

MAY

Apr 29-May 7
Chicago Mission

4 - 6
Int'l Bio Technology
Chicago

27
Board Meeting

31
Memorial Day -
Offices of the
Partnership will be
closed

JUNE

2
Community
Coordination
Committee

**NO BOARD OF
DIRECTORS
MEETING IN JUNE**

San Joaquin Partnership Spring Marketing Program Proves Productive

The San Joaquin Partnership has just completed an aggressive spring marketing program that in three weeks put staff in touch with thousands of national and international companies.

Vice President of Client Services Shelley Burcham attended the International Asset Management Council's (IAMC) spring conference in Colorado Springs, CO. April 24 -28. This is a networking event attended by more than 300 corporate real estate executives of Fortune 500 companies and representatives from services industries (site consultants and brokers). The San Joaquin Partnership sponsored the badge lanyards.

Partnership President & CEO Michael Locke participated in the 2010 "One Voice" trip to Washington DC organized by the San Joaquin Council of Governments. More than 30 San Joaquin County government, business and non-profit leaders make up the team that presents county infrastructure projects to its federal legislators to capture funding.

This year's spring outreach mission focused on Chicago to coincide with BIO International, held May 3-6. The BIO International convention is the world's largest annual event for the biotechnology industry. Locke and Burcham from the San Joaquin Partnership along with City of Tracy City

Manager Leon Churchill (all pictured below) assisted in the Team California exhibit.



The full Convention program featured more than 125 breakout sessions across 17 tracks, addressing the latest scientific,

policy and business opportunities and challenges facing the biotechnology industry today. Former Presidents Bill Clinton and George W. Bush, former Vice President Al Gore and BIO President and CEO Jim Greenwood gave insightful keynote addresses.

According to BIO International officials, the event drew 15,322 industry leaders from 49 states and 65 countries.



The Partnership's Chicago mission, May 1-12, was wrapped

around the convention. Partnership staff and representatives from the City of Tracy had 17 face-to-face appointments at the corporate headquarters of national corporations such as Kraft Foods and Sears. Meetings were scheduled with corporate real estate decision makers as well as as national brokers and site consultants.

"All of our meetings were positive," says Locke. " I feel that this was one of the more productive missions that the Partnership has completed in the past couple of years and we are continuing to follow-up on the valuable information we gleaned from these personal meetings."

Tesla, Toyota to Build Electric Car-Restart NUMMI Plant

The CEO's of Tesla and Toyota have announced they are teaming up to build an all-electric Model S sedan at the recently closed New United Motors Manufacturing Inc. (NUMMI) plant in Fremont.

The announcement was made at a press conference last Thursday in Palo Alto, CA. Unveiled by Governor Arnold Schwarzenegger, the news took industry watchers by surprise, since it had been publicized that Tesla was

2010

Project Wins

3

SqFt 102,500
Jobs 86 New

Companies

Wine Bottle Recycling
Waste Recovery West
Turkhan Foods

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working with the City of Downey in southern California on a land lease for siting a factory.

Toyota CEO Akio Toyoda said his company will invest \$50 million in Tesla and Tesla CEO Elon Musk said his company will purchase the NUMMI plant in Fremont, CA. Musk said that a small portion of the plant will be used to produce the Model S electric sedan, which will sell for about \$45,000 and is designed to travel 300 miles on a three to five hour charge. He said he expects production to start in mid- 2012 and they will eventually have 1,000 employees.

The NUMMI plant closed this past April after General Motors and then Toyota announced they were severing ties with the facility. More than 4,000 people lost their jobs.

Tesla was incorporated in 2003 and has built its business model on green technology.

San Joaquin County had nine first tier NUMMI suppliers. Partnership President & CEO Mike Locke, reacting to the Tesla news, says future projections of vendor/supplier relationships impact is uncertain at this time.

New Investor



ELECTRIC VEHICLES INTERNATIONAL
VEHICLES | CONVERSIONS | POWER TRAINS

Electronic Vehicles International (EVI), represented by CFO Trent Brockmeier, opened its new headquarters in Stockton last fall.

EVI plans to relocate its assembly plant from Mexico and will be producing all-electric trucks and delivery vans, a two-seat electric car, as well as plug-in hybrid car conversions. The City of Stockton has already purchased several fully electric parking enforcement vehicles for its police department (pictured).

EVI will start with an initial 50 employees and ramp up to about 150 as production expands. For more information, please visit



[Electronic Vehicles International](http://www.evi.com)

San Joaquin County MEMBER BROKER DEALS

Conquest Imaging (55 jobs) - 35,000 SF (Stockton)

Mike Goldstein, Colliers International (Buyer Rep)

Jim Martin, Lee & Associates (Owner Rep)

Massie & Company (Owner/Developer)

LS Expeditors (10 jobs) - 52,269 SF (Manteca)

Mike Goldstein, Colliers International (Tenant Rep)

Bryce MacDonald, Grubb & Ellis (Sublessor Rep)

Oatey Supply Chain (Sublessor)

Enriquez Materials & Quilting - 32,500 SF (Stockton)

Jim Martin, Lee & Associates (Owner Rep)

East Bay Construction - 20,073 SF (Tracy)

Jim Martin, Lee & Associates (Owner Rep)

MTS CoTenancy (Owner)

Delta Health Systems - 44,000 SF Stockton

Wendy Coddington, Lee & Associates (Owner Rep)

Joe Crist, Lee & Associates (Owner Rep)

Communication Service for the Deaf (10 jobs) 8,032 SF (Stockton)

Wendy Coddington, Lee & Associates (Owner & Tenant Rep)

Joe Crist, Lee & Associates (Owner & Tenant Rep)

San Joaquin County Enterprise Zone

On June 22, 2008, the San Joaquin County Enterprise Zone expanded to include parts of Lodi, Manteca, Tracy, Lathrop and an increased area in Stockton to total more than 650 square miles.

The County Enterprise Zone provides five categories of tax savings for businesses located within zone boundaries:

1. Hiring Tax Credit - up to \$37,400± per eligible employee over a five year period.
2. Sales and Use Tax Credit on qualified machinery.

3. Business Expense Deduction - up to \$20,000 per year on tangible personal property.
4. Net Operating Loss Carryover - up to 100% carryover to future years.
5. Net interest deduction for lenders - which may result in 3-4% increase in return on investment.

How can this help your business?

Visit www.sjcez.org for more information or contact your EZ Specialists: Connie Rill and Ed Wanket at 209-468-3615.

Qualifying businesses may capture tax credits from June 22, 2008!

Claim your dollars - call today!



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