



job development

San Joaquin Partnership Inc.

a report to our investors

A JOINT PUBLICATION



Business Council Inc.

business relations



2004-2005  
ANNUAL REPORTS

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CEO, Stockton Chamber of Commerce



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## Mission

*The mission of the San Joaquin Partnership is to attract and retain business and industry in San Joaquin County to enhance the quality of life for our communities.*

The San Joaquin Partnership is a collaboration of private and public investors providing a leadership role in economic development for San Joaquin County.

The Partnership's impact upon San Joaquin County is profound, as illustrated by this summary analysis.

### San Joaquin Partnership Cumulative Impacts

*Summary table of economic impacts from San Joaquin Partnership client activities, 1992 to 2004*

Economic Impacts	Direct	Indirect	Induced	Total
Employment	19,874	9,667	11,094	40,636
Total Industry Output	\$2,938,790,616	\$1,049,059,248	\$984,438,837	\$4,972,288,716
Labor Income	\$807,597,106	\$351,184,297	\$347,491,295	\$1,506,272,691

*Source: ADE, multiplier data from IMPLAN input-output model.*









### Definitions for Economic Impacts

**Direct Impact:** Results from the operation of the business in the analysis

**Indirect Impact:** Results from the suppliers and purchases made by the business

**Induced Impact:** results from the increased demand for local serving retail and services by new employees

### Goals

-  Attract and site new business and industry.
-  Assist in the retention of existing business and industry.
-  Increase awareness of San Joaquin County, statewide, nationally and internationally.
-  Enhance the image of San Joaquin County.
-  Through increased employment (opportunities), enhance the quality of life and overall community wellness.
-  Support and coordinate education and training efforts for the preparation of the current and future workforce.
-  Enhance the cooperative county-wide economic development effort.
-  Assist local communities in improving our competitiveness.

### San Joaquin Partnership staff:

Art Taylor ————— Vice President  
 Jan Klevan Ruby ————— Communications Manager  
 Chris Barnesberger-Youngsma — Office Manager  
 Shelley Burcham ————— Client/Network Administrator  
 Leticia Bergmann ————— Administrative Assistant

### Board of Directors - 2005 Officers

Robert K. Wheeler, General Mills ——— Chairman  
 Robert Kavanaugh, Guaranty Bank ——— Vice Chairman  
 Susan Dell'Osso, The Cambay Group — Secretary/Treasurer  
 Michael E. Locke, SJ Partnership ——— President & CEO

# an economic development strategic plan

The San Joaquin Partnership, in collaboration with a broad sector of public and private interests, will participate in the development of an Economic Development Strategic Plan during the first half of 2005. The Partnership has contracted with AngelouEconomics, of Austin, Texas, which has a nationally established reputation for its expertise in assisting communities to develop multi-year strategies.

The primary focus will be to understand San Joaquin County's changing economy. This will include building on existing business strength while looking at how to broaden knowledge-based employment.



The final report, due at the end of June, will focus its recommendations on five areas:

- Marketing
- Workforce
- Education
- Infrastructure
- Business Climate

The process provides for broad participation from public and private sectors taking into consideration economic, geographic and cultural diversities. To spur participation, a project web site and online survey has been implemented [www.SanJoaquinJobs.org](http://www.SanJoaquinJobs.org).

The project will kickoff in March 2005 with completion by July. Its costs, estimated at \$120,000 are being funded outside of the Partnership's normal operating budget by 14 investors, including public and private entities.

## marketing san joaquin county

To enable the San Joaquin Partnership to accomplish its mission of attracting and retaining business and industry in San Joaquin County, the marketing strategy will continue to focus on:

- 1) Target Industries
- 2) Target Markets
- 3) Resource Development

This marketing strategy will broaden awareness of San Joaquin County as a place to do business and demonstrate to corporate decision makers that they can do business successfully in San Joaquin County.

### Target Industries

The industries selected best fit San Joaquin County's economy based on labor skills, resource availability and historic patterns of company site locations.



Electronics/Communication-Technology industries including software, hardware manufacturing and assembly as well as support



Backroom Office/Information Technology, Call Centers and Fulfillment Centers;



Food processing, secondary processing, i.e. added value;



Metals and metal fabrication, including hot and cold rolled steel coil and product manufacturing;



Construction material including products manufacturing and distribution;



Transportation/Logistics

# marketing san joaquin county

## Target Markets: National

The national markets selected provide the greatest opportunity for business attraction. The Partnership continues to see project activity being generated from these markets, which have a concentration of corporate headquarters, site consultants and national brokerage representatives.

- Atlanta Metropolitan Area
- Chicago Metropolitan Area
- Dallas-Ft. Worth Metropolitan Area
- New York/New Jersey Metropolitan Area

In 2005, the Partnership will focus on one national geographic market: the Chicago Metropolitan Area. A series of presentations are planned with corporate executives, site consultants and real estate brokers. These geographic missions have proven effective in terms of ultimate project generation and success.



## Target Markets (Regional):

The San Francisco Bay Area continues to be a priority market as thirty four percent of the successful project site locations in San Joaquin County from 2000 through 2004 were Bay Area relocations and/or expansions. Companies remain attracted to the area due to the residency of their work force and overall cost reduction. The scope of the San Francisco Bay Area Marketing Strategy will concentrate on familiarizing a select group of Bay Area companies, site consultants and brokers with San Joaquin County.

## Resource Development

The San Joaquin Partnership continues to maintain and expand its network of contacts nationally with decision makers through direct mailings, personal contact and enhanced presence in the form of sponsorships and exhibits at resource organizations, conferences and forums. This relationship-focused effort has proven invaluable in attracting and successfully competing on projects generated, as well as managed, from outside California.

Successful results have been achieved through participation in corporate real estate and economic development events that have maximized the Partnership's exposure to a larger number of national account representatives. The Partnership staff will participate in the following four events during 2005:



Corporate Real Estate Network (CORENET): A premier association for corporate real estate and related professionals. CORENET's membership base totals 7,500 corporate real estate executives, service providers and economic developers.



Society of Industrial and Office Realtors (SIOR): The leading professional commercial and industrial real estate association with more than 2,200 members in 450 cities in 20 countries.



International Asset Management Council (IAMC): The world's leading association of industrial asset management and corporate real estate executives, their suppliers and service providers, and economic developers.



Urban Land Institute (ULI): A 20,000 member worldwide organization representing the entire spectrum of land use and real estate development disciplines, working in private enterprise and public service.



# regional economic drivers

## Bay Area Integration

The San Francisco Bay Area, more specifically the Silicon Valley, has been the center of dynamic innovation in technology – the core of economic expansion worldwide for the last two decades. The foundation for this continuing source of innovation is its world-class universities and entrepreneurial spirit. The Bay Area, in the face of dynamic growth, cannot meet its job expansion and concurrent housing demands. The outward push has expanded the traditional mindset of the nine original Bay Area counties to thirteen today, including San Joaquin County.

While the initial thrust of development into San Joaquin County has been as a housing resource and expansive distribution centers, this push is now encompassing light manufacturing, back office and technology vendor/suppliers, soon to be followed by the technology companies themselves. This advanced development will continue as firms respond to our county's offerings: affordable housing, workforce availability as well as stability, and enhanced profitability through efficiency and cost control. This dynamic is recognized in the formation of the Interregional Partnership, a state authorized agency including the counties of Santa Clara, Alameda, Contra Costa, San Joaquin and Stanislaus.

## Transportation

The hallmark of our 21st century society is the movement of goods and services both on a worldwide basis as well as a national and regional network. San Joaquin County's transportation network, based on freeway networks, railroad hubs and intermodal facilities, international shipping and airport capability, has amplified its geographic proximity to the Western region and the Pacific Rim. These attributes pave the way for a world-class transportation center.

These traditional forms of transportation have been augmented by a network of fiber optic transcontinental cable connecting San Joaquin County to the cyber net—the foundation for 21st century communications.

## Comparative Affordability

The constraints of available land, infrastructure capacity and political resistance have pushed costs in the Bay Area in the face of ever-increasing demand. San Joaquin County offers technology component manufacturers an overall reduction in operation costs estimated at 20 – 25%. In a world driven by innovation, efficiency in production and cost control, this is a significant factor. As these demands continue, San Joaquin County will see expansion of manufacturing, back office and technology production and service support businesses.

There are five basic factors driving the San Joaquin County economy:

- Bay Area Integration
- Transportation
- Comparative Affordability
- Workforce Availability
- Affordable Housing

Together these attributes provide the basis for business and industrial expansion as well as implicit employment expansion.



*The Port of Stockton's cement terminals. Photo Courtesy: Colornet, Inc. (Stockton, CA)*

## Regional Proximity The Inter-Regional Partnership



# regional economic drivers

## Workforce Availability

During the 90's decade, San Joaquin County's unemployment rate ranged from 14% to 6.7%. Today the rate is 9.3% (26,100), according to the January 2005-Employment Development Department Labor Market data.



Photo Courtesy; Eagle Roofing Products, Stockton, CA

This available unskilled, semi-skilled and skilled workforce is currently supported by numerous public and private education and training providers laying a foundation for future employers and a resource for individual skills improvement providing present and future employers with a solid work force.

An equally important element in San Joaquin workforce picture is the Altamont commute force; more than 60,000 daily commuters who reside in San Joaquin County but work in the Bay Area. According to the "Altamont Commuter Study" conducted by the San Joaquin Partnership and the San Joaquin Council of Governments in June 2000, more than 87% of these employees say they would change employers if similar local jobs were available. The study also concluded that this workforce is highly educated and trained, representing a labor resource for technology driven industries.

The two organizations will be conducting a re-look at the Altamont commute force in 2005-2006.

## Housing Affordability

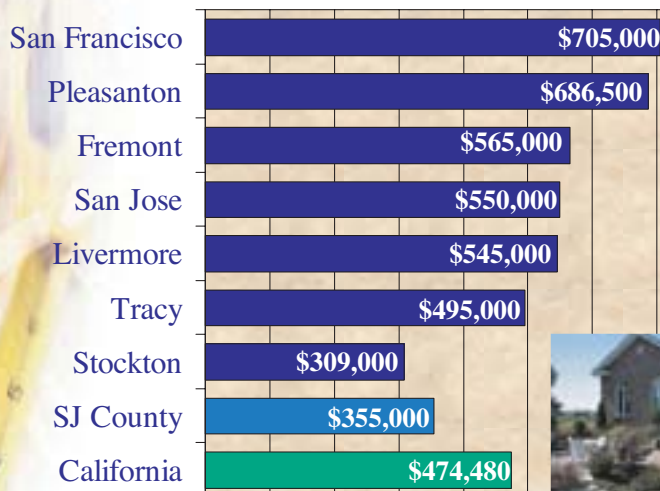
The underpinning of our society today is the opportunity to own one's own home. This objective drives the Bay Area commuter who seeks an affordable way to achieve this goal. The chart below illustrates the problem families face today in meeting their desire not only for shelter, but also for a home.

As a rule, there is a cost decrease in housing of \$5,000 - \$7,000 per mile of travel one is willing to commute to the east. This basic economic factor of affordability drives much of today's decision in choosing both in a place to live and a place to work.

The axiom in location is: jobs will follow the workforce. This has been reflected in the percentage of Bay Area businesses relocating to San Joaquin County over the past three years -- 60% of the projects in the year 2001, 50% of the projects in the year 2002, 26% of the projects in 2003 and 19% of projects in 2004.



### Housing Average Sale Prices



Sources: DataQuick Real Estate News, New/Resale Houses/Condos (January 2005)  
California Association of Realtors, California Median (December 2004)



## Private Sector Investors

*Twelve private sector investors joined the Partnership in 2004. One to date in 2005. They are highlighted in the listing below.*

A. G. Spanos Companies  
 A. Teichert & Son  
 Ace Tomato Company, Inc.  
 Acordia of CA Insurance Services  
 ADESA Golden Gate  
 AKF Development, LLC  
 Alliance Title Company  
**Atlas Properties, Inc.**  
 Bank of America  
 Bank of Lodi  
 Bank of Stockton  
**Bank of the West**  
 Beckrest Graphic Design  
 Blackmun Equipment Leasing  
 Bloom Construction Company  
 Boyce Resource Development  
 Brown Group, The  
 Builders' Exchange of Stockton  
**Burlington Northern Santa Fe Railroad**  
 Buzz Oates Companies  
 CA Water Service Co.  
 Cambay Group, The  
 Carlson, Barbee & Gibson, Inc.  
 Catellus Development Corporation  
 CB Merchant Services  
 CB Richard Ellis  
**Centex Homes**  
 Colliers International  
 Collins Electrical Company, Inc.  
 Comfort Air, Inc.  
**Community Bank of San Joaquin**  
 Community Banks of Tracy  
 Corn Products  
 County Bank  
 Cranbrook Realty Investment Fund, LP  
 Croce & Company  
 Dana Corporation  
 DeGregori, Gormsen & Ringer  
 Delta Container Corp.  
 Delta Wetlands  
 Diede Construction, Inc.  
 DSS Company  
 Durst Office Interiors  
 (EMMI) Electronic Medical  
 Management Inc.

ENGEO Incorporated  
 F&H Construction  
 Farmers & Merchants Bank  
 Financial Center Credit Union  
 First Commercial Real Estate &  
 Advisory Services  
 Food 4 Less  
 General Mills, Inc.  
 General Growth Properties, Inc.  
 Granite Construction Company  
 Grubb & Ellis  
 Grupe Company, The  
 Guaranty Bank  
 Hakeem, Ellis & Marengo  
 Harbison-Mahony-Higgins Builders, Inc.  
 Health Plan of San Joaquin  
 Hedy Holmes Staffing Services  
 Hoge, Fenton, Jones & Appel, Inc.  
 Holt of California  
 HRM Plumbing Company, Inc.  
 Hunsaker Investment Company, LLC  
 IDI (Industrial Developments  
 International)  
**IFG (International Facilities Group) LLC**  
 IKON Office Solutions  
 J. R. Simplot Company  
 Kaiser Permanente  
 Kleinfelder, Inc.  
 L & B Environmental  
 Leadership Summit, Inc.  
 Lee & Associates CRE  
 Lodi Gas Storage  
 Lodi News-Sentinel  
 Lodi Printing Co.  
 Lodi Woodbridge Winegrape Comm.  
 Manpower International  
 Mark III Engineering Consultants  
 Marriott Hotels  
 Massie & Co.  
**MCV Insurance Producers, Inc.**  
**Meehleis Modular Buildings, Inc.**  
 Moss Adams LLP  
 National University  
 Neumiller & Beardslee  
 Nolte & Associates  
 Nylen Properties Corp.  
 Old Republic Title Company  
 Pacific Gas & Electric  
 Pac-West Telecomm Inc.

Panattoni Development Company  
 Patmon Company, Inc.  
 Pegasus Development  
**PMZ Real Estate**  
 ProLogis Trust  
 Quest Industries, LLC  
 Radisson Hotel Stockton  
 Record, The  
**Richland Planned Communities, Inc.**  
 Robert Davis Construction  
 Roek Construction  
 San Joaquin Delta College  
**Schneider National, Inc.**  
 Schwartz, Lantsberger & Adamson  
 Service 1st Bank  
**Seville Group, Inc.**  
 Siegfried Engineering, Inc.  
 St. Joseph's Medical Center, CHW  
 Stockton Blue  
 Stockton Chamber of Commerce  
 Stockton Co-Gen/Air Products  
 Surtec, Inc.  
 Sutter Tracy Community Hospital  
**Swinerton Management and Consulting**  
 TOTLCOM, Inc.  
 Tracy Gateway, LLC  
 Tracy Press, Inc.  
 TRI Commercial  
 Trimark Communities  
 Turner Photography  
 Union Bank of California  
 United Rentals  
 University of the Pacific  
 Walker Printing Services  
 Washington Mutual Bank  
 Wells Fargo Bank  
 West Tracy Owner's Group  
 Zeiter Eye

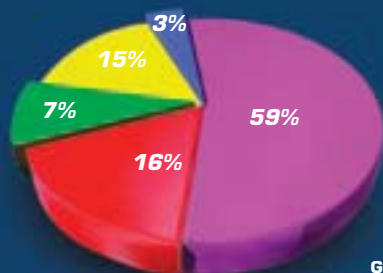
## Public Sector Investors

City of Escalon  
 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 Regional Transit District

## 2005 BUDGET

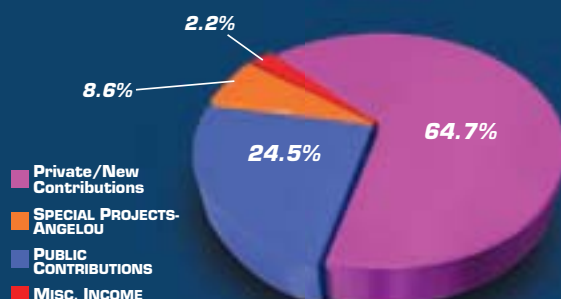
### Projected Expenses

Total: \$1,139,291



### Projected Revenues

Total: \$1,150,600



# successful projects

The San Joaquin Partnership 2004 program, in conjunction with its many public & private partners, resulted in the successful siting of 26 companies. All but eight of these projects are new companies locating to San Joaquin County, the remaining eight being expansion/relocations within the County. The new and expanded companies represent approximately 2,183 jobs and more than 3.4 million square feet of building space.

Out of the 26 new companies, 19% are relocations and/or expansions from the Bay Area, representing a continued linkage to the Bay Area economy.

A second point of importance is the make-up of these 26 companies in terms of what they do. Manufacturing makes up 50% (13 companies) of the relocation or expansions bringing to the region a more diversified mix of job development; having a higher multiplier effect within the community through the purchase of goods and materials used in project development. The new companies' products range from Nature Kist Snacks, a processor of salty snack foods, to construction industry related firms such as LFB Engineered Systems (division of Lennar Homes) that manufactures steel frames for housing, to Oldcastle APG West, a manufacturer of architectural concrete products. Twelve projects are logistics, or in the more traditional sense, warehouse and distribution – the movement of goods and commodities – and one project is a service provider.

Partnership activity in 2004 was evenly distributed between small, medium and large projects, with 11 projects over 100,000 square feet and 15 projects under 100,000 square feet. The major factors influencing decision makers continue to be workforce availability, reduced overall operating costs and proximity to market.

2004 was a year of solid growth in new job development. As evidenced by the wide array and diversity of these firms, San Joaquin County has continued to expand its changing economy and enhance its economic condition. This is a sharp contrast to an otherwise sluggish California economy and this difference can be attributed to the County's geographic proximity and comparative affordability.

## MANUFACTURING

**Advanced Polymer Technology**, a Stockton based manufacture of extruded plastic parts for the industrial sector, has expanded to a 40,000 square foot building at the Port of Stockton. The company will initially employ 15 people and will expand to 60 people at full production.



**Barbosa Cabinets**, a manufacturer of kitchen cabinets, home office bookcases, media centers and bathroom cabinetry based in Tracy, will expand to a newly constructed 312,000 square foot facility in the Tracy Logistics Center, a Robert Patillo project. They will add an additional 200 workers to their existing workforce of 314 people.

**Calstone**, a concrete masonry and landscaping products manufacturer based in the Bay Area, will expand manufacturing operations to a 150,000 square foot building in Tracy and will employ 20 people.

**LFB Engineered Systems** (division of Lennar Homes), a manufacturer of steel frames for housing, has located to a 194,940 square foot building in Stockton's Arch Road Business Park II, by Buzz Oates Companies. The company will initially employ 150 people and will expand to 350 people at full production.







# successful projects

## LOGISTICS

**American Plastics**, a Tracy-based supplier of zippers, webbing, narrow tapes, hook/loop and metal hardware, will be expanding to a 52,000 square foot building in Tracy. The company will employ between 15 to 30 people.



**BMW-North America** is constructing a 250,000 square foot facility in Stockton to distribute and package BMW parts. They will employ 60 people. The new facility is in the Airport Gateway Business Park and is a Panattoni Development Company project.

**Coastal Pacific Food Distribution**, a distributor for the military in the West Coast and Pacific Rim, has expanded operations to a 500,000 square foot building in Stockton. They will employ 100 people. This is a ProLogis project located in the Airport Gateway Business Park.



**Dryers Grand Ice Cream**, an Oakland-based manufacturer and distributor of a full spectrum of ice cream and frozen dessert products, is constructing a 95,000 square foot distribution facility in Manteca. They will employ between 90 to 100 people. This is a Catellus Development project in Spreckels Park.

**Golden Bay Homeland Security**, a San Leandro-based installer of fences and security systems, has expanded operations to Stockton occupying a 20,000 square foot facility for product distribution and assembly.

**In-N-Out Burger**, a Baldwin Park, California-based hamburger fast food chain, will be locating their wholesale distribution operations to an 80,000 square foot building in Lathrop's Crossroad Commerce Center, operated by Richland Planned Communities. They will employ between 55-80 people. A second phase will include a training facility as well as a retail operation.



**Kubota Tractor**, a Torrance, California-based manufacturer of tractors, has relocated its Stockton distribution center to Lodi. They are constructing an expanded facility of 180,000 square feet that will employ 50 people.

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CSU Stanislaus  
801 W. Monte Vista Ave. • Turlock, CA 95382

**MarMaxx Group**, the largest off-price apparel retailer in the United States, will be locating a 72,000 square foot distribution facility in Manteca's Spreckels Business Park for their T.J. Maxx stores. The Massachusetts-based company will employ between 25 to 40 people. This is a Cranbrook Realty Investment Fund project.

**Moovin Ice Cream**, a distributor of quality ice cream products with operations in Oakland and Fortuna, will be expanding their wholesale distribution to Stockton. They will occupy a 50,000 square foot building and employ 20.



**Oatey Supply Chain**, an Ohio-based company manufacturing quality products for the plumbing industry, located to a 52,269 square foot facility in Manteca's Spreckels Business Park and employs 8 to 10 people.

**Pflug Packaging**, a San Leandro-based supplier of custom packaging and fulfillment services, will be expanding to a 100,000 square foot building in the Lathrop Crossroads Commerce Center operated by Richland Planned Communities. They will employ between 120-130 people. Some of Pflug's clients are Hewlett Packard, Safeway, Simpson Strong-Tie and Duraflame.



**Port Properties, LLC** (RPM Transportation), a transportation logistics company based in Santa Fe Springs, has constructed a 30,000 square foot facility in Richland Planned Communities' Crossroads Commerce Center in Lathrop. The operation is a cross-dock facility, receiving bulk merchandise from various manufacturers and suppliers for distribution to various locations.

**Raley's**, a Sacramento-based supermarket chain, has located to a 233,928 square foot distribution facility in Stockton. They will employ 70 people. This is a Buzz Oates Companies project.

**RPG, Inc.**, a Stockton based company, will be expanding its closed door-pharmaceutical- home delivery operations to a 10,000 square foot building in Stockton. They will retain 11 jobs in San Joaquin County.

**Whirlpool Corporation**, the world's leading manufacturer and marketer of major home appliances based in Michigan, has located to a 400,000 square foot facility in the Arch Road Business Park II, a Buzz Oates Companies project, in Stockton for product distribution and repair. They employ 105-120 people.





Business Council

# board of directors . . .

Executive Officers



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The Grupe Company  
**President**



**Tom Shephard**  
Neumiller and Beardslee  
**Vice President**



**Kathleen Lagorio Janssen**  
Ace Tomato Company  
**Secretary**



**Rudy Croce**  
Croce & Company  
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The Record



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Bank of Stockton



**Bryan Hyzdu**  
Service 1<sup>st</sup> bank



**Marian Jacobs**



**Phil Johnson**  
Lincoln Center



**Robert Kavanaugh**  
Guaranty Bank



**Brad Lange**  
LangeTwins



**Andy Prokop**  
The United Way



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Raymus Homes



**Jerry Sperry**  
A.G. Spanos Companies



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**Bob Wheeler**  
General Mills



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**Bob Zamora**  
Zamora Automotive Group



**Ron Addington**  
Business Council, Inc.  
**Executive Director**

# Business Council Programs . . .

## **Mission Statement**

The Business Council serves as the voice of the County's top business leadership. Completely private sector funded, it is the driving force behind the Vision 2000 process and works as a catalyst to help identify, examine and resolve economic and business environment issues. The Business Council functions as a strong advocate for business and industry in San Joaquin County while serving as a facilitator to provide stimulus, support and the focus needed to reach intended objectives with a goal of improved quality of life for all who live and work in San Joaquin County.



*First Lady Maria Shriver*

targeted through a video illustrating the value of an education in reaching one's lifetime goals.

With the support of the members of the Business Council and San Joaquin Partnership, A+ is able to reach more than 35,000 children and their families throughout the county through these programs:

- The Kindergarten Book Bag and Take Home Books for the Classroom
- First Grade Reading for Success and Parent Kit
- Second Grade sing along reading CD
- Third grade "People In Time" monthly newspaper featuring San Joaquin County historical figures
- 14<sup>th</sup> Annual Rotary Read In
- San Joaquin Reads Program

The San Joaquin Reads Program I, funded by a \$921,000 Federal Improvement in Education (FIE) Appropriation Grant from the US Department of Education, has benefited more than 3,500 fourth through sixth graders who have been tutored by over 800 high school students and senior citizens during 2001 - 2004. The program benefits elementary students who are below grade level in reading skills as well as high school students.

As a result of this tutoring experience, many of the high school tutors have decided to pursue a career in education. A+ will expand the program in 2005 with an additional \$640,000 appropriation from the 2005 Federal budget obtained with the help of Congressmen Richard Pombo and Dennis Cardoza.

A+ serves as an extraordinary outlet for encouraging parents to read to their children and I was thrilled and honored that I was asked to read to the children of Lois E. Borchardt Elementary School in Lodi during Reads Week. There are so many great children's books in California's vast libraries and book stores and we can feel fortunate that every child has an opportunity to read something that he or she can enjoy --- science fiction, mysteries, fantasy. It is all there. I congratulate the San Joaquin A+ volunteers for volunteering to give back to their community.

*First Lady Maria Shriver*

## **Community Partnership for Families (CPF)**

The Community Partnership for Families (CPF) is a network of family resource centers and integrated service teams, whose goal is to ensure effective and efficient delivery of public and private health as well as social services to high need families. Emerging data suggests this approach is very effective in increasing school attendance, improving family economic self-sufficiency, and reducing child abuse and neglect. All are important milestones on the road to improved school readiness and school performance. In the next year, the CPF expects to expand its program in Tracy, providing stronger outreach throughout the county.





## Economic Vitality Conversation

The Business Council, in collaboration with the California Center for Regional Leadership (CCRL), was asked to host an Economic Vitality Conversation by Sunne Wright McPeak, Secretary of the Business, Transportation and Housing Agency. Nearly 40 private sector leaders representing businesses in San Joaquin, Stanislaus and Merced counties attended the one-day event at the University of the Pacific. It was one of several held throughout the state that were summarized in a report presented to Governor Schwarzenegger and his cabinet, who were reaching out to solicit the best ideas on how state government can support short-term economic recovery and long-term global competitiveness. A copy of the report to the Governor is available on the CCRL website at [www.calregions.org](http://www.calregions.org).



*From left to right: Ron Addington, Business Council; Susan Dell'Osso, Cambay Group; Cabinet Secretaries Michael Chrisman, Sunne Wright McPeak and A.G. Kawamura*



## Fifth Annual Legislative Trip to Washington D. C.

The Business Council, San Joaquin Partnership, elected officials; transportation planners and administrators spent five days meeting with key legislative decision makers during the "One Voice" legislative trip to Washington D. C. in the spring of 2004, an annual trip scheduled by the San Joaquin Council of Governments (COG).



The delegation's goal is to secure funding for a number of regional projects. As a result of the 2004 trip, the following projects were funded: Port of Stockton Daggett Road Improvements, \$1,000,000; Stockton Metropolitan Area Flood Control Reimbursement, \$2,500,000; Farmington Groundwater Recharge Project, \$1,000,000; San Joaquin River Annual Dredging, \$3,000,000; San Joaquin A+ Reads II Program, \$650,000; University of the Pacific Eberhardt School of Business, Business Forecasting Center, \$490,000. "One Voice" is scheduled to return to Washington D.C. in the spring of 2005.

## Business Leadership Summit

Following 10 successful years at San Joaquin Delta College, the Business Leadership Summit is moving to the Bob Hope Theatre in downtown Stockton. The Summit Founders would like to credit Delta College President Raul Rodriguez and his staff for their years of support. The 2005 Summit will be Thursday, May 12th from 4:00 to 7:30 p.m. The keynote speaker is Rudy Giuliani, (pictured) former Mayor of New York City, along with noted New York cardiologist, Dr. Peter Salgo. Dr. Salgo, a guest speaker in 2001, is returning by popular demand. Rounding out the program is Daniel Burrus, a 1995 Summit speaker, who will illustrate the ease of incorporating high technology into everyday business.





# Business Council Members

A Plus Materials	Emerald Properties	Meyers, Nave, Riback, Silver & Wilson	Signco
A.G. Spanos Companies	ENC Group		Souza Real Estate
Ace Tomato Company	Farmers & Merchants Bank	Moss Adams LLP	St. Joseph's Medical Center - CHW
ACLC Inc.	Financial Center Credit Union	Neumiller & Beardslee	Stoel Rives LLP
Acordia of California Ins. Services	First American Title Co. of Stockton	Old Republic Title Co.	Stone Bros. & Associates
AKF Development, LLC	Food 4 Less	OMI Thames Water	Sutter Gould Medical Foundation
Alburger Basso de Grosz Inc.	Ford Construction Co. Inc.	P G & E	Teichert Construction
AllianceTitle	Frank C. Alegre Trucking, Inc.	Pacific Coast Building Products	The Brown Group
Alpine Meats	General Mills	Pac-West Telecomm, Inc.	The Cambay Group
Andreini & Company	Granite Construction Co.	Patmon Company, Inc.	The Grupe Company
Anheuser-Busch, Inc.	Grupe Commercial Co.	PMZ Real Estate	The Hartmann Law Firm
Arnaiz Development Co.	Guaranty Bank	Port of Stockton	The PAM Companies
Bank of Ag & Commerce	Guntert Steel	Prime Shine	The Record
Bank of Stockton	H.D. Arnaiz Corporation	Pulte Homes	Tracy Press
Bank of the West	Hakeem, Ellis & Marengo	RAM Services, Inc.	Trimark Communities
Barkett, Anthony, Attorney	Health Plan of San Joaquin	Randall Planning & Design	Truex Insurance Company
Bekins-Pacific Storage	Hogan Manufacturing	Raymus Development Co.	United Way of San Joaquin Co.
Calif. Catalog & Technology	Holt of California	Raymus Homes	University of the Pacific
Calif. Water Service Co.	Humphreys College	RB Construction	Vaquero Farms
CB Richard Ellis	Iacopi & Lenz Accountant Corp.	Regent Development Co.	Vino Farms, Inc.
Chicago Title Co.	International Facilities Group	Richard R. Paulsen Insurance Services	Wachovia Securities
Collins Electric Co., Inc.	Interstate Truck Center	Rishwain & Rishwain	Washington Mutual
Community Bank of San Joaquin	Jeff Gamboni, Landscape Architect	San Joaquin Beverage, Inc.	Watanabe Brothers, Inc.
County Bank	Judith Buethe Public Relations	San Joaquin County Office of Education	Wells Fargo Bank
Croce & Company	Kaiser Permanente	San Joaquin Delta College	Zamora Automotive Group
CSU - Stanislaus	Kautz Farms	San Tomo, Inc.	Zeiter Eye Medical Group, Inc.
D S S	Kjeldsen, Sinnock & Neudeck, Inc.	Service 1 <sup>st</sup> Bank	Zuckerman-Heritage, Inc.
Dameron Hospital Association	Kleinfelder, Inc.	Siegfried Engineering, Inc.	
Dana Corporation	LangeTwins		
Davis & Associates	Law Offices of Marc B. Robinson		
DeGregori, Gormsen & Ringer, LLP	Leadership Summit		
Delta Wetlands	Le Bistro		
Diamond of California	Lee-Jagoe Architecture, Inc.		
Diepenbrock Harrison	Lincoln Properties Ltd.		
Downey Brand LLP	Lodi Gas Storage, LLC		
E. & J. Gallo Winery	March Tower Associates II		
Eckert Cold Storage	Marian Jacobs		
Eddie's Pizza Café			

## 2005 BUDGET

### REVENUE

General Membership Dues	\$ 150,000
Board Member Dues	\$ 133,000
Total Revenue	\$ 283,000

### DISBURSEMENTS

Administration	\$ 180,000
General Overhead	\$ 60,000
Total Disbursements	\$ 240,000



## Spacious West Coast Port Land



Seize the advantage  
from competitors by  
securing facilities  
centrally located in  
California, adjacent  
U.S. Interstate 5 and  
serviced by 2 major  
Class 1 railroads.

The Port's property offers opportunities for many types of cargo and operations: steel, bulk, bagged products (including agricultural) and general cargo. Both waterside transit sheds and long-term warehousing are available. There are also appropriate sites for distribution centers, staging and refrigerated cargo.

- Competitive per acre pricing & terms
- Within deep-water marine terminals
- Flexible 1- to 50-year leases available
- Secured gates open 24 hrs. / 7 days
- Custom-built facilities to your specs
- Foreign Trade Zone: FTZ #231
- Enterprise Zone

*Port of Stockton*  
CALIFORNIA





Vision

Commitment

Partnership

Richland

*Richland* brings a strong commitment leading to a unified goal of vibrant Master Planned Communities.

*Richland* has the experience necessary to execute shared objectives leading to vital local and regional economic opportunities.



*Count on Us.*



*Size, Scope and Execution.*



*Our* commitments to the Central Lathrop Specific Plan and the Crossroads Commerce Center are the result of deeply involved community Partnerships.



LATHROP  
Richland

Vitality

and

Economic

Opportunity



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**SAN JOAQUIN PARTNERSHIP**

A Private Non-Profit Economic Development Corporation Serving San Joaquin County

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*Partnership services are funded by participation of local businesses and communities and are provided with no obligation.*



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