



**SAN JOAQUIN
PARTNERSHIP**

ECONOMIC VIEW

Visit us on the web at WWW.SJPNET.ORG

February 10, 2010

IN THIS ISSUE:

- 1 - San Joaquin Angels seek entries for entrepreneur challenge
- 2 - New Investor: W. L. Butler Construction
- 3 - Investor News - Diede Construction in new digs
- 4 - Look at Your Potential Enterprise Zone Benefits!



Click to receive our newsletter!

2010

Project Wins

2

Square Footage 91,500

Jobs 80 New

Companies:

Wine Bottle Recycling

Waste Recovery West

February

3 - Community Coordination Committee
8:30 AM

8-11 MD & M/WestPack
Anaheim, CA

15 - President's Day
Holiday - Offices of the
Partnership will be
CLOSED

25 - Board of Directors
meeting 8:00-9:30 AM

MARCH

\$10,000 IN CASH FOR WINNING ENTREPRENEURS San Joaquin Angels Seek Entries for Inaugural Entrepreneur Challenge

A total of \$10,000 in cash and \$10,000 in professional services will be awarded to the two winning entrepreneurs when the San Joaquin Angels investment group, in collaboration with the San Joaquin Partnership, stages its inaugural Entrepreneur Challenge on Wednesday, March 10, 2010, and Wednesday, March 31, 2010. Professional services will include legal, accounting, and marketing assistance.

Entrepreneur Challenge organizers are seeking people with a great idea or start-up companies to publicly compete during two nights of competition for selection as the most persuasive business case. Audience and judges will select two finalists eligible for the cash prizes and an opportunity for further discussion with potential investors and advisors.

The Entrepreneur Challenge poses a four-step competitive process:

1. Business plans submitted online by **February 19, 2010**, will be reviewed by a screening committee of business and academic experts who will select the best businesses for the initial public round of competition.

2. On March 10, each selected contestant will participate in a two-minute drill to describe his or her

3 - Annual Meeting of Investors - 7:30 - 9:00 AM Stockton Golf & Country Club

25 - Board of Directors meeting 8:00-9:30 AM

Kjeldsen, Sinnock & Neudeck Receives Merit Award

The Stockton engineering firm of Kjeldsen, Sinnock & Neudeck (KSN), a Partnership investor, has received an award for Engineering Excellence from the American Council of Engineering Companies of California. This award was for the firm's civil engineering and surveying work on the City of Stockton's downtown Marina and the Joan Darrah promenade Design-Build Project.

TABLE OF CONTENTS

Entrepreneur Challenge
New Investor: W. L. Butler Construction
Diede Construction New Location
Enterprise Zone - don't leave \$ on the table!

QUICK LINKS

San Joaquin Partnership Home Page
Membership
Contact us!
Board of Directors
Economic Development Strategy
Reports
San Joaquin County Real Estate Database
Demographics
Enterprise Zone
Human Resources
Transportation

business. The audience and a panel of judges will select several businesses to move on to the next stage.

3. On March 31, the remaining entrepreneurs will have five minutes to present a more detailed analysis of their businesses before the audience and a panel of judges selects several finalists eligible for the cash prizes.

4. Also at the March 31, event, each of the finalists will participate in a simulated challenging business situation. Audience and judges will then select the winner and runner-up.

Entrepreneurs from San Joaquin County and neighboring communities must apply online to compete in the Challenge at <http://www.sjchallenge.com>.

The San Joaquin Entrepreneur Challenge is part of a regional economic development strategy developed by the San Joaquin Partnership. The Challenge is being implemented in partnership with the San Joaquin Angels, University of the Pacific, San Joaquin Delta College Small Business Development Center, Business Council, Inc., and Golden Capital Network.

Cash sponsors of the event include Wells Fargo, Bank of Agriculture & Commerce, and Farmers & Merchants Bank. Additional in-kind services are being offered by Croce & Company Accountancy Corporation; Downey Brand, attorneys; and Judith Buehe Communications, marketing and public relations.

The March 10 and March 31 events will be held from 4:00 p.m. to 7:00 p.m. at the Stockton Golf & Country Club, 3800 West Country Club Boulevard, Stockton, Calif. Members of the public are invited to attend for a cover charge for each event of \$10.00 prepaid or \$15.00 at the door.

San Joaquin Angel Board Member and Investor Joe Johnson said, "We are sponsoring the Entrepreneur Challenge to make San Joaquin area entrepreneurs aware that capital is available for their businesses."

Mark Plovnick, San Joaquin Angel President and University of the Pacific Director of Economic Development, stated the organization's mission: "San Joaquin Angels is a private syndicate of accredited angel investors who share an ambition to collaboratively invest in, advise and grow promising companies in the San Joaquin region."

Plovnick continued, "We anticipate that the San Joaquin Entrepreneur Challenge will help stimulate business development in our region by encouraging aspiring local entrepreneurs to pursue their goals through an entertaining business plan competition that offers mentoring, cash prizes

and access to investors."

The San Joaquin Delta College Small Business Development Center is available at (209) 954-5089 to help contestants develop their presentations.

New Investor



W. L. Butler Construction, represented by its Business Development Manager David Bayliss, is a full-service general contractor committed to building its client's vision by creating relationships and providing superior quality and services that exceed expectations.

The 35-year-old firm has four offices in California, including the Stockton office-located off I-5 at French Camp Road.

W. L. Butler Construction's goal is to deliver the value being demanded by our clients that include Costco Wholesale, Sutter Health, Stanford University, Target Corporation (pictured below is the new Target store in Lathrop, CA), United Auto Group, Shea Properties and Regency Centers.

W.L. Butler believes in maintaining a culture of high expectations, continuous growth and community involvement by establishing



close personal and business relationships, while being flexible and responsive. They take pride in the longevity of its team, repeat clientele and long-term business partners.

"Green construction" is also at the forefront of its business-they have completed and are in the midst of many LEED certified projects and have numerous LEED accredited professionals as part of our team. W. L. Butler Construction can effectively complete projects ranging in size from small tenant improvements all the way up to large scale site developments with hundreds of thousands of square feet of new building construction. This breadth of





experience has allowed it to meet the needs of clients in the industrial, office, manufacturing, retail, medical, assisted living, biotechnology, agricultural, financial, hospitality, educational, non-profit and public sectors.

The company has consistently been named one of the Best Places to Work and a Top Corporate Philanthropist and the only general contractor among an elite group of companies recognized for

giving more than one percent of pre-tax profits to charitable causes. Locally, they are active supporters of the Walton Special Center in Stockton, the March of Dimes and Autism Speaks.

For more information about W. L. Butler Construction, please contact David Bayliss at 209-983-4890 or visit our web site at www.wlbutler.com.

Diede Construction's New Office a Showcase of its Products

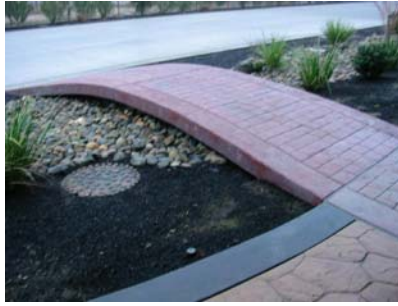
Marking its 31th anniversary and responding to a need for additional space, Diede Construction has completed its 21,500-sq.-ft., single-story Lodi, CA, corporate office, and moved a few miles north on Highway 99 from its former office.



Separate pre manufactured metal building structures were erected to house office and equipment maintenance personnel. The office is wrapped in horizontal metal paneling over a tile wainscot. A stucco parapet protrudes from the main structure vertically and horizontally, creating a column supported awning over a covered walkway.

As a showcase Diede Concrete Division designed and placed a wide variety of flatwork and

landscaping that wraps the building showcasing several options of colored and stamped concrete.



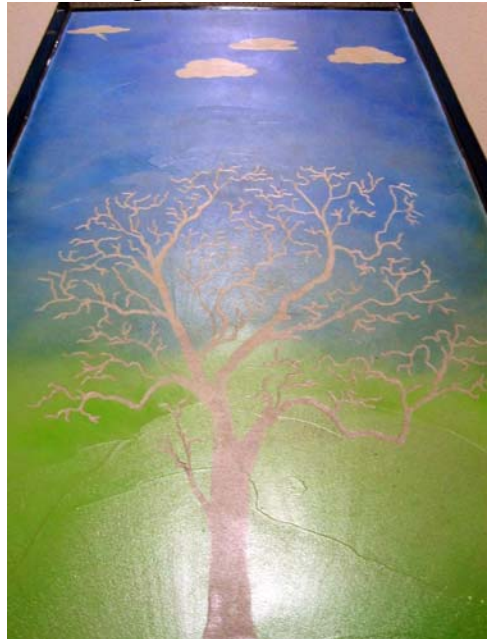
Solatube skylights, shade cloth window coverings, a tank-less water heater and Energy Star appliances were implemented into the interior improvements to reduce energy consumption, and it's own storm water pond and concrete drives

and parking for exterior enhancements. The objective was use a wide range of materials throughout the building.

The interior of the building is spacious, designed to enhance the ability for continued growth within the main office. Multiple conference rooms, a children's nursery, contractor plan room, employee kitchen and individual offices are well positioned throughout.

The new headquarters incorporates other unique features, such as:

First ever construction management suites, "DDC Suites" were incorporated which essentially allows each project manager to work closely with his construction management team that includes project bookkeepers, assistant project



managers and other project management associates that work only on the project manager's specific projects. This has allowed for a seamless operation and streamlines the process of delivery quality projects.

From a very small beginning in 1978, Diede Construction, Inc. has grown into one of the leading contractors in central and northern California. Diede has completed projects ranging from medical office buildings to industrial facilities, both new, additions and renovations.



Diede is also active in K-thru-12 schools, universities, commercial and



industrial
construction markets.
For more information
please visit [Diede
Constuction](#).
Left: Steve Diede and his
granddaughter.

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
2. Sales and Use Tax Credit on qualified machinery purchases used in production
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? When you hire qualifying employees, tax credits can total \$37,400 per employee over five years. Visit [San Joaquin County Enterprise Zone](#) for more information.

EZ Specialists Connie Rill and Ed Wanket are available to provide Enterprise Zone assistance by calling 209-468-3615.

Final state approval was recently received allowing qualifying businesses to capture tax credits from June 22, 2008!

Do not leave dollars on the table- call today!



Copyright (c) 2009 San Joaquin Partnership, All rights reserved.

[Forward email](#)

✉ **SafeUnsubscribe®**

This email was sent to jklevan@sjpnet.org by jklevan@sjpnet.org.
[Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).

Email Marketing by



San Joaquin Partnership | 2800 W. March Lane, Suite 470 | Stockton | CA | 95219