



**SAN JOAQUIN
PARTNERSHIP**

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ECONOMIC VIEW

Economic Development for the Benefit of San Joaquin County

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June 16, 2011

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UPCOMING EVENTS

JUNE

15

Business Briefing

23

Board of Directors
8:00 AM
Board Room

JULY

4

Holiday! Offices of the San Joaquin Partnership will be closed.

13

Business Briefing

San Joaquin Partnership Welcomes New President & CEO



San Joaquin Partnership Chairman Kevin Huber has announced the selection of Michael S. Ammann as President & CEO of the economic development organization. Ammann officially started June 15th.

In making the announcement, Huber praised Ammann for his extensive experience in economic development.

"Mike Ammann has been president of the Solano Economic Development

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JUNE INVESTOR ANNIVERSARIES

The San Joaquin Partnership would like to take this opportunity to recognize and thank our investors who are celebrating their anniversaries with us in June!

13 YEARS - 1998
Food 4 Less

9 YEARS - 2002
L & B
Environmental

7 YEARS - 2005
Kjeldsen,
Sinnock &
Neudeck

4 YEARS - 2007

Corporation, an organization similar to the San Joaquin Partnership, since 2003," said Huber. "He has more than 25 years experience in economic development including serving as president of Team California, a California membership-based corporation bringing together economic development organizations across the state in a cooperative marketing effort."

Huber said the Partnership's Board of Directors has expressed confidence in Ammann's experience and abilities to lead the Partnership's job development programs. He referenced the cumulative results of the organization's economic development programs, which over the past twenty years have generated more than 53,700 jobs and over \$12 billion in industry output and labor income.

For further information about Ammann, he is listed on [Linkedin.com](#)

A State of Sustainability

The first State of Sustainability Conference organized by the Stockton Chamber of Commerce brought together business and government to discuss environmental accountability. The half-day conference on June 8th at the Hilton Stockton was an off-shoot of the Chamber's Green Team San Joaquin and summarized efforts in areas of renewable energy, air quality and recycling.

One of the featured speakers was Seyed Sadredin (pictured below), chief of the Valley Air Pollution Control District. He said that air pollution in the valley has dropped 80% since 1980, but businesses bore the high costs of the changes to their operations as required by new rules and regulations.



"Even now, the Valley is not in compliance with existing ozone standards," said Sadredin. "An even stricter standard may be proposed this summer."

**Citizens Business
Bank
&
Waste
Management**

3 YEARS - 2008

**Top Grade
Construction**

**2 YEAR - 2009
Stockton Port
Properties
&
VR Design**

**2011
Project Wins**

4

SqFt 1,096,925

**Jobs 880 New
90 Retained**

Companies
American Bounty (assist)
ECS Refining

He did have some good news and explained that the district has \$220 million this year in local, state and federal funds that it can give away for energy efficient projects, cleaner school buses and lawnmowers as well as mass transit projects.

Carla Peterman, appointed by Governor Jerry Brown to the California Energy Commission cautioned the attendees that the state can no longer rely on natural gas and petroleum. She said that 2,000 megawatts of alternative energy projects were issued last year in the central valley and to date in 2011, an additional 10,000 megawatts worth of projects are under review.

Waste Management Director of Government Affairs Rosalie Mule' said that overall California has increased diversion rates by 50 % since 1989 and recycling businesses employ 85,000 people, generating about \$4 billion a year in income.

NEW INVESTOR



Bank of Agriculture and Commerce is represented by its CEO Bill Trezza. (Pictured below right, with Ron Berberian).

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This family-owned institution has been providing comprehensive financial and banking services to area businesses, professionals, and individuals since 1965. It offers a variety of deposit accounts and loan products, as well as business-related services, custom-tailored to fit each customer's specific needs. The Berberian family, who owns the Bank, is committed to providing the best in financial and banking services. This dedication to BAC customers is reflected throughout the daily operation of the Bank. The Bank's expertise lies in its ability to personalize and customize its products and services to meet the needs of its customers.

Trezza became the Chief Financial Officer for the Bank of Agriculture & Commerce headquartered in Stockton, California in 1982 and in 1984 was named Chief Executive Officer of the Bank. To this day, Trezza leads the Bank of Agriculture & Commerce and its subsidiary bank, ECC Bank, in continued market growth and financial success, as he has for the past 27 years.

He is a native of Orange, New Jersey and a graduate of Villanova University. Upon graduating in 1969 with a Bachelor of Science Degree from the School of Business Administration with a major in Accounting, Trezza took a position with the Office of the Comptroller of the Currency (OCC). He held several prominent positions during his tenure with the OCC (1969-1982).

Please visit [Bank of Agriculture & Commerce](#).

Union Pacific Railroad's Role in San Joaquin County

ENTERPRISE ZONE



HUMAN RESOURCES



TRANSPORTATION



QUALITY OF LIFE



SEISMIC STABILITY



A small group of guests were recently hosted to lunch aboard Union Pacific Railroad's historic Heritage Fleet of passenger rail cars that had pulled into the Lathrop Intermodal as part of a statewide tour. UP's Chairman and CEO Jim Young (pictured below) described the modernization and expansion project that will be taking place at the Lathrop/Manteca Intermodal.



He said the company is on a positive slope, with a record capitol investment in 2011 and expects to hire 5,000 employees in California; approximately 8% will be in San Joaquin County.

Union Pacific is investing \$248 million over the next ten years to increase annual terminal capacity from 270,000 to 730,000 intermodal units handled annually.



Young said that they are committed to this project. "We don't pick up and move to China if we're not happy...we're a part of this community," he said.

The project is expected to generate \$24 million in income annually in San Joaquin County along with \$43 million in annual tax revenue.

City of Lodi Offers New Electric Rate Discounts

The City of Lodi will offer two new economic incentive rate discounts beginning July 1. The City of Lodi owns and operates its own electric utility; a City department formed in 1910.

Any new business that locates into the Lodi city limits will receive a rate discount off their electric utility bill of 5% to 15%, depending upon the actual electric utility rate tariff the business is assigned.

In addition, any existing business in Lodi that adds two or more full-time employees and retains them for at least 12 consecutive months, will receive a 1% discount off its electric utility bill (maximum of 15% rate discount is available).

These two new rate discounts are applicable for eligible businesses for 12 months, and both rate discounts sunset on June 30, 2013.

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. (Suspended 2010-2012)
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!



*** The Enterprise Zone benefits are currently under legislative review.**

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