San Joaquin County on the rise

Top executives share regional perspectives
Transportation hub connects to global economy
Higher ed commits to workforce training
Picasso exhibit in Stockton
San Joaquin County: A region on the rise

In our 2017 G2G Magazine we invite you to learn about what makes San Joaquin County a leader in economic development and a place where employers and families choose to live, work and thrive.

We are a region on the rise. Businesses are expanding, companies are relocating to our cities, our workforce is growing, and San Joaquin one of the nation’s hottest housing markets — driven by buyers seeking excellent schools, close-knit communities, and a great quality of life.

Throughout the county, there are signs of economic growth: a world-class wine and agriculture industry; Tesla’s 431,000 square-foot manufacturing facility in Lathrop; the Prologis International Park of Commerce in Tracy with anchor tenants like FedEx, Medline and Amazon; and dozens of company startups or expansions which are all providing hundreds of new jobs.

Still, thousands of San Joaquin residents travel over the hill each day to work in the Bay Area and the Silicon Valley. Through progressive incentives and local programs that spur economic development and job creation, we are working to demonstrate to employers why expanding operations to bring more of their jobs to San Joaquin is a great decision.

In 2017 we completed a number of major infrastructure improvements to make passenger travel and moving goods and services easier. We completed a freeway extension in Stockton that improves the connection between Interstate 5 and the economically vital Port of Stockton, which moves more than $1 billion in products each year. We completed San Joaquin County’s first commuter lanes, and widened a stretch of Highway 99 to six lanes to decrease travel times. Air travel was expanded at the Stockton Metropolitan Airport with the addition of flights and full-time air cargo service. All around, we are investing in projects that build our capacity, productivity and attractiveness.

As we continue to grow economically through smart investments and collaborations, we invite you to be part of our growth and we strive to be part of yours.

We look forward to sharing in your success!

Sincerely
Monica Nino
County Administrator

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Zoo celebrates 60 years

The Micke Grove Zoo turns 60 years old this year. Check them out at www.mgzoo.com.

The Stockton Advantage

The City of Stockton is committed to a pro-business environment to attract business and employment in e-commerce, technology and manufacturing. Contact us and learn about the Stockton advantage.

With its proximity to Silicon Valley, high quality of life, pro-business environment and manufacturing and shipping options, it’s no wonder Stockton attracts e-commerce businesses like women’s fashion retailer, LeTote and Bed Bath & Beyond.

- Business friendly
- High quality of life
- Affordability
- International port
- Intermodal shipping
- Qualified, diverse workforce

TECHNOLOGY | E-COMMERCE | MANUFACTURING

www.stocktongov.com | economic.development@stocktonca.gov | 209.937.8539
San Joaquin County has one of the fastest growing economies in California. Between 2013 and 2016, employment in the county grew by 10% while the population increased by 1.5% per year. New residents and jobs are attracted by the location within the Northern California Megaregion, increasing Bay Area integration and relative affordability combined with a historic base as a diverse agricultural center.

The fastest growing industry has been transportation and logistics, most visibly represented by Amazon fulfillment centers, where advantages of a multi-modal transportation hub and strategic location are most evident. Manufacturing has seen growth and diversification beyond the traditional food processing industry to include auto part production for Tesla, medical devices, and winery expansions. Healthcare and service industries have seen significant employment growth to serve the growing population.

Foreclosure rates in the county are below the national average and the housing market has stabilized as prices increase and vacancy rates decrease. New home construction has been slow to respond, but is starting to grow with several large new developments to serve the growing population. The county’s housing starts grew to nearly 2,000 units in 2016, a pace that is expected to double by 2020.

San Joaquin County is the largest producer of wine grapes in California and is home to Delta farm communities with expansive growing of walnuts, almonds, and cherries. County farm revenue exceeded $3 billion in 2014. A diverse crop mix provides a stable economic base and enhances regional quality of life.

Over the next few years, county employment growth is projected to slow to a more moderate pace in tandem with the state and regional economy. Construction and logistics are expected to lead job growth. State demographers project San Joaquin County will be among the three fastest growing counties in California over the next few decades.

Dr. Jeffrey Michael Executive Director, Center for Business and Policy Research, Eberhardt School of Business Professor of Public Policy, McGeorge School of Law University of the Pacific

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Your Place. Your Story. Your Legacy.

In the northern hills of a flourishing city, Tracy Hills is coming to life. Fresh new homes for every life stage. Vast open space and miles of trails. They’re all part of what makes Tracy Hills an amazing place. Here, life takes you to dozens of acres of parks. A site is set aside for a new elementary school campus. People will come together and form bonds of home, friendship and community. Job centers in every direction are quick and easy. Just coming home is its own reward. Tracy Hills is coming to life. And we can’t wait to welcome you home to Tracy.

Join the Interest List at TracyHillsLife.com

The above information is subject to change without notice. Models do not reflect racial preference. 4/17
To learn more about the many benefits a Tracy location can provide to you and your employees, contact us today!

(209) 831-6400
econdev@cityoftracy.org
www.cityoftracy.org

FORGING A NEW DIRECTION

Prologis International Park of Commerce (IPC) is a 1,800 acre fully entitled, master-planned park located in Tracy, California, the “Gateway of Central Valley” in San Joaquin County. IPC is built with flexibility to meet the needs of today’s users by offering an optimal location for e-commerce fulfillment and high technology manufacturing operations.

www.PrologisIPC.com

Now advancing the Tracy workforce

Tracy’s partner in higher education

Night life in Tracy has never been better. Working adults in and around Tracy can now take advantage of part-time accelerated evening master’s or bachelor’s in business administration, bachelor’s in human services and teaching credentials from California’s third-oldest university.

tracy.ndnu.edu

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SAN JOAQUIN COUNTY
Gateway to Growth

San Joaquin County offers opportunity for strategic growth

Executive leadership from a cross section of industries share perspectives on why San Joaquin County is good for business. Comments edited for length and clarity.

DAN CORT
President and CEO, Cort Companies

What are competitive advantages to operating a business in San Joaquin County?
San Joaquin County is an interesting place. It has such incredible potential. There is tremendous labor availability, land is considerably less expensive than anywhere nearby, it's close to huge population centers, and it's an opportunistic geographic area.

I could never have done these projects anywhere else without immense cost and difficulty.

And Stockton?
Stockton is a fraction of the cost of the Bay Area and Silicon Valley. Business owners can save money in Stockton and give their employees a place to live that's affordable.

How is Stockton helping entrepreneurs?
Planning is directing toward in-fill development and incentives are available to help downtown thrive. Business owners are getting a bigger bang for their buck.

As a renovation specialist, when do you know a good opportunity?
Some of it is intuitive. I look at the bones. I get inside and visualize who the user will be. Railroad Square Historic District in Stockton is a good example. We give our tenants a gift of something that is historical and non-institutional looking.

What is Cort Companies’ relationship to Stockton?
Stockton has been a great experience for me. I restored Victorian homes right out of college, then did a mixed-use building followed by Railroad Square and Cort Tower. I could never have done these projects anywhere else without immense cost and difficulty. Stockton is the opportunity that brings entrepreneurs to the table. Raw resources exist all over the valley and, in particular, in downtown Stockton.

DAVID NELSON
Senior Vice President, AG Spanos

What is AG Spanos’ role in sustainable economic development?
We believe in smart growth. Right now we’re involved in three large projects in the county – one is mixed use, another is single family residential and the third is a neighborhood-focused project geared toward ensuring that development is sustainable with a goal of minimizing impact.

How does AG Spanos build community?
We have always focused on creating high quality of life. We have a legacy of creating “villages” that contribute to a sense of community. In that process, diverse groups of stakeholders come together, working closely with local governments, agencies and neighbors towards a shared goal.

We have a long history of community giving and being responsible stewards of the place we call home.

What does innovation mean to AG Spanos?
An example is wetlands restoration. In partnership with agencies, environmental consultants and biologists, we restored an area that had been farmed for a long time and developed curriculum to help school groups visiting the wetlands understand the Delta. We also work closely with the San Joaquin County Office of Education to host Hackathons.

What is the company’s legacy to San Joaquin County?
We have a long history of community giving and being responsible stewards of the place we call home. Also, through significant public-private partnerships, we were successful in getting the county designated as an innovation iHub. Through this partnership, San Joaquin County showcases and supports the vast talents available in the region.

TROY BROWN
City Manager, City of Tracy

How is Tracy driving economic development?
Tracy has always been on the forefront of economic development. There are more than 20 residential developments in various stages of being built, including a 5,000-unit mixed-residential development.

The Prologis International Park of Commerce is a 1,900-acre business park that’s taking form, and the city is drawing youth and adult sports to Legacy Fields which is a 166-acre recreation facility. Tracy also offers attractive business incentives, including sales tax rebates, expedited plan review, and a tech-based business incentive.

Tracy is at the epicenter of the Northern California megaregion...

What are some recent achievements in recruiting business?
Amazon has two fulfillment centers and FedEx operates its West Coast hub in Tracy. Medline occupies over 1 million square feet of space and Smuckers has a 400,000-square foot distribution center. We’ve got our share of Fortune 500 companies and we’re proud they’ve decided to call Tracy home.

What differentiates Tracy for business development?
Location, location, location. Tracy is at the epicenter of the Northern California megaregion and we’re a point of entry to the Central Valley and Bay Area. Tracy also offers affordable housing, available land, a skilled labor market, good K-12 schools and higher education opportunities.

How does Tracy help entrepreneurs?
Council and staff are committed to helping small business owners and entrepreneurs. We also work with San Joaquin Angels, The Indus Entrepreneurs (TIE), local Chamber of Commerce, San Joaquin Partnership and other organizations to help companies scale up their business.

DAVID CULBERSON
CEO, San Joaquin General Hospital

What differentiates SJGH from other providers in the region?
San Joaquin General Hospital is a designated Level III Trauma Center and is the only designated center in the county. All attending physicians in the trauma service are Board Certified in general surgery and critical care surgery, qualifications that are fairly rare in Level III centers. Also, the hospital is a significant teaching institution. Eleven physician residents graduate each year...

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What is SJGH’s role in creating a sustainable local economy?
SJGH employs more than 1,500 individuals and is involved in training a new generation of healthcare professionals with skills sets that are in high demand locally and throughout Northern California.

How does the community benefit from SJGH being a teaching hospital?
SJGH provides new family medicine, internal medicine and general surgery physicians every year who are employed by health systems in San Joaquin County. In addition, the extensive training of nurses and other healthcare professionals helps to provide a supply of individuals with skills sets who are very much in demand in the area.

How will the new acute care patient wing advance delivery of care?
The 23 NICU beds will provide a new facility for the smallest and most fragile of infants. The 20 medical/surgical private rooms will provide a better, more private environment to patients.
Greatness Grows Here

Stan State Stockton Center – One of The Best Kept Secrets, No More!

When most people think of California State University Stanislaus (a.k.a. Stan State), they automatically think of a campus located in Turlock, California. In 2015, Stan State was ranked one of the top five schools nationally with Harvard, MIT, Stanford and UC Irvine, according to Amy Latinen, Deputy Director of Education Policy Program at the New America Foundation for upward mobility. Stan State was the only regional university on the list that was not a research institution. This prestigious ranking demonstrates the University’s commitment to providing high quality academic programs, and answering the call of providing credential and degree completion opportunities for first-generation and underserved populations. However, many individuals that live outside of the Central Valley may not be aware of the University’s second location.

Stan State’s second campus, the Stockton Center, is located forty-two miles to the north in San Joaquin County. The Stockton Center is the only public state university in the county that provides transfer, undergraduate and graduate students the opportunity to pursue advance credentials and complete their degrees locally. Academic programs and courses offered at the Stockton Center are represented from all four of the University Colleges, which includes the College of Business Administration, College of Education, Kinesiology and Social Work, College of the Arts, Humanities and Social Sciences, and the College of Science. The state-side academic programs are some of the most cost-effective degree completion options in all of California. Moreover, the Stockton Center offers quality educational programs in small class sizes from industry experts, and advance and terminal degree faculty committed to scholarship and student success. While adding in the University Extended Education and Wellness Works programs, and the commitment to build and leverage partnerships with business and industry to foster economic growth and development, the Stockton Center is a well-positioned jewel that is greatly needed in this region.

To contextualize the significance of the Stockton Center, several members of President Ellen Junni’s Transition Team had the opportunity to provide feedback from students, faculty, staff, and community members at the Stockton Center. Many of the current students that participated were also the first person in their family to have attended a post-secondary education institution. In addition, some of the students had jobs, families and other responsibilities that made the Stockton Center a convenient University location for them to attend. Each one of the students had their own story and reasons why they chose to attend the Stockton Center. They all seemed to understand the importance of a high quality California State University degree, and the role it would play in advancing their critical thinking abilities, and future career and personal goals. Thus, the forums demonstrated President Junni’s pledge to create platforms for the campus community to share their thoughts, opinions and concerns regarding the University. Prior to these forums, additional meetings included state, government, private sector and educational partners that represented the San Joaquin County and beyond. Members of the transition team also had a focus group meeting with some of the largest employers in the county. The forums, meetings and focus groups exemplified the importance of the Stockton Center in contributing to the educational needs for place-bound, time-bound, and resource-bound students and communities.

In collaboration with other education, business, and community stakeholders and partners, Stan State’s goal is to provide clear road maps for academic programs, and degree progression and completion pathways. The courses offered and degree completion programs employ different education modalities including hybrid, face-to-face, day, evening, weekend, and online programs and classes, based on the demand and the availability of resources.

This student-business-and-community-centric approach is where, where and how classes are offered will be an attractive option for the members of the greater San Joaquin County community. Stan State is working on promoting and expanding awareness, to expedite enrollment growth, persistence, and time-to-degree completion for students that attend Stockton Center. These simple and specific data-driven program planning and marketing decisions will advance scholarship, promote critical thinking and learning, and will provide business and industry with the additional personnel they need to fill current and future livable wage jobs. Supporting upward social and economic mobility, and business and industry development in one of the most underserved areas in our state is a noble goal that California State University Stanislaus is committed to do. Tamrous Harrison, PhD, Dean of the Stockton Center believes this emphasis aligns with the University Vision, which strives to become a major center of learning, intellectual pursuit, artistic excellence and cultural engagement for California’s greater Central Valley and beyond.

We will serve our diverse student body, communities and state by creating programs, partnerships and leaders that respond effectively to an evolving and interconnected world.” That is why Dean Harrison says the Stockton Center is one of the best kept secrets, no more.

We Bring Health Care Careers to Life!

San Joaquin General Hospital and County Clinics are major employers in Central California. We offer a wide range of health career employment opportunities. San Joaquin General Hospital is also a teaching hospital with paid residences in family medicine, internal medicine, surgery, pharmacy, and nursing. We want you to get to know us...

We’re looking for the best and brightest!

SAN JOAQUIN GENERAL HOSPITAL  
SAN JOAQUIN COUNTY CLINICS  
500 W. Hospital Road, French Camp, CA 95231  
209.468.6000 | www.sjgeneral.org | www.sjccclinics.org
Transportation infrastructure is the crux of San Joaquin County’s competitive advantage. Here, major interstate highways, air service, a deep-water port, transcontinental rail, and commuter trains drive the economy far beyond California’s borders.

Stockton Metropolitan Airport
Stockton Metropolitan Airport (SCK) is an economic activity generator, a logistics hub for cargo transport and a low-cost alternative for commercial and private passenger aircraft. Allegiant Air serves the region with limited commercial passenger service and Atlantic Aviation provides full-service fixed base operations for private aircraft. The airport is also an active base for full-time air cargo services.

“Since initiating cargo service from SCK, Amazon has grown its presence to 200 onsite employees and three to four aircraft per day, serving three Amazon Prime fulfillment centers in the area,” said airport Director Harry Mavrogenes.

Port of Stockton
The Port of Stockton, located on the Stockton Deepwater Ship Channel of the Sacramento/San Joaquin Delta, is critically tied to the global economy as an official Port of Entry. The 4,000-acre port offers direct access to Interstate 5 and the Union Pacific and Burlington Northern Santa Fe transcontinental railroads and features more than 7.5 million square feet of warehousing for dry and liquid bulk material.

Highway Network
San Joaquin County’s highway system is an essential distribution corridor. Interstate 99 and Interstate 5 are the main arteries connecting commerce to consumers across the state and country. Interstates 580 and 205 provide direct access to Silicon Valley and the Bay Area.

Rail
Rail is integral to the region’s transportation network. Burlington Northern Santa Fe and Union Pacific Railroad operate extensive intermodal rail facilities for global distribution of goods.

Commuter Transportation
San Joaquin Regional Transit District (RTD) and Altamont Corridor Express (ACE) provide essential commuting alternatives to thousands of high skilled county residents who work in Silicon Valley and the Bay Area. The RTD-BART Commuter provides weekday service with multiple departures from Stockton, Tracy and Manteca to Dublin/Pleasanton BART station and other high-speed rail for continuous service throughout the greater Bay Area and San Francisco.

ACE currently operates four round-trip trains from Stockton to San Jose and is expecting to expand to 10 daily round-trips by 2023.

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To address the region’s growing need for traveler services and distribution of goods, discussions are underway to explore opportunities to expand passenger and cargo service to international destinations including China. Additionally, the airport is pursuing a hotel partner and is continuing to update and enhance airport infrastructure as part of the airport’s $27 million Capital Improvement Program.

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Accommodating the weekday transportation needs of commuters to the East Bay and downtown San Jose, ACE currently operates four round-trip trains from Stockton to San Jose and is expecting to expand to 10 daily round-trips by 2023. In the coming months, RTD is also expanding in-county services, facilitating faster, low cost transportation to jobs, schools, shopping and medical care.

Chief Executive Officer Donna DeMartino said, “RTD is committed to continuous improvement and sustainability. By expanding Express routes to serve east-west corridors in midtown and south Stockton, we will positively impact the local economy and better enable the City of Stockton to grow high density, walkable development.”

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Preparing students for high skills jobs

Employers are striking talent gold in San Joaquin County. Area institutions for higher education are providing valuable learning and training opportunities for students while helping regional employers access a skilled and educated workforce.

Integral to the success of workforce development are ongoing partnerships with regional employers. “We strive to build long-lasting relationships with our employer partners,” says UC Merced Chancellor Dorothy Leland. “Our Center for Career & Professional Advancement works closely with employers who hire our students and alumni, communicating on a regular basis to ensure students are acquiring the skills employers want.” Chancellor Leland further explains that talent development at UC Merced integrates career education, civic engagement, leadership, and academic programs.

For over 40 years, Stanislaus State’s Stockton Center has served thousands of students, many of them returning students and working adults, in achieving their academic goals. In addition to academics, the university provides opportunities at the Career Development Center for students to develop skills outside the classroom. “We partner with local businesses where they benefit from student customer traffic while student workers gain experience and employment. We also facilitate student internships with many local and regional companies, including national leaders such as E. & J. Gallo Winery and Foster Farms,” says President Ellen Junn.

Career technical programs are a focal point for workforce development at Delta College, through campuses in Stockton, Manteca and Mountain House. “The hours students spend in the courses are primarily in a lab setting which provides hands-on experience in a work-like setting with work-like expectations for performance,” says Superintendent and President Kathleen Hart, Ph.D. Delta College offers more than 79 certificate programs and 42 AA/AS degrees in career technical education fields.

University of the Pacific is a top-grade resource for regional employers. “Pacific prepares workforce-ready graduates not only through rigorous academic programs that blend a strong liberal arts education with experiential learning, but also through numerous opportunities, including internships, field and laboratory research, and co-op work requirements;” says President Pamela Eibeck. In the School of Engineering and Computer Science’s intensive cooperative education program, for example, students work on extensive tech-driven projects for regional companies and public agencies.
The Haggin Museum in Stockton has served the public as a landmark institution for art and local history for over 85 years. Featuring an impressive permanent collection of works by world-renowned artists, the museum also hosts temporary exhibitions throughout the year.

In partnership with Bank of America through December 2017, The Haggin Museum is presenting Picasso’s famous La Tauromaquia. The collection features 26 aquatint etchings that illustrate the artist’s fascination with the bullfight. La Tauromaquia is on loan from the Bank of America Collection.

Bank of America loans curated collections and complete exhibitions to museums at no cost to engage the public in important works of art while helping the institutions to generate vital revenue. “We believe the arts matter and can be used to help stimulate local economic and cultural activity,” says Bank of America California president and Stockton native Janet Lamkin. “It made perfect sense to share this important collection with The Haggin Museum, an important regional institution we’ve worked with on past exhibits.”

In addition to offering a full calendar of provocative exhibitions and public events, the museum is in the midst of a $2.5 million renovation. According to museum CEO Tod Ruhstaller, “This is the single largest investment in the museum by the Haggin’s Board of Trustees in our 85 year history.” The museum’s earliest support was a $30,000 investment in 1928 by Stockton native Robert T. McKee on behalf of his wife Eila. In exchange for the contribution, she required that the museum be named in honor of her father Louis Terah Haggin and that it feature a dedicated wing to display paintings from his private collection.

Admission to The Haggin Museum is free for Bank of America and Merrill Lynch cardholders on the first full weekend of every month through Bank of America’s Museums on Us program. For information on regular admission fees and hours of operation, visit www.hagginmuseum.org.
Greatness Grows Here

San Joaquin Partnership helps companies grow

The San Joaquin Partnership provides confidential no-cost/no obligation services to businesses and industries interested in locating or expanding their operations within San Joaquin County. Working closely with the County and its seven incorporated cities, the partnership helps facilitate, among other services:

- Database of available properties
- Site tours
- Labor market analysis
- Employee recruiting

San Joaquin Partnership is a private, non-profit economic development corporation headquartered in Stockton.

Learn more at www.sanjoaquinusa.org or call 800-570-JOBS x5627.

Nurturing tomorrow's innovators today

iHub San Joaquin is one of California's innovation hubs and is part of a network of innovation hubs around the state that are charged with the task of accelerating economic activity. We provide the linkage between technology leaders, entrepreneurs, investors, and educational institutions through a variety of programs and services. We can help you refine your idea or business plan, introduce you to potential investors, and provide a forum to introduce your idea or product to the market.

Our mission is to help people grow ideas. We develop new partnerships, stimulate economic development, create new jobs, and nurture entrepreneurship and enterprises dedicated to innovative and emerging technologies. We are dedicated to reinvigorating our region's economy as a center for sustainable technologies in three areas: Health Care, Agri-Business, and Sustainable Construction Technology

www.ihubsj.org

TALENT GROWS HERE!

San Joaquin County WorkNet
Redefining Workforce Solutions

We are San Joaquin County's One-Stop resource for workforce and economic development. Growing Your Business is Our Business. We offer many no-cost services and programs including:

- Formation & Expansion Capital
- Talent Sourcing & Recruitment
- On-the-Job Training Reimbursement
- Tax Credits & Incentives

We'll be there when time counts and money matters!

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www.ihubsj.org

This WMA/WGCA Title I financially assisted program or activity is an equal opportunity employer/program. Auxiliary aids and services are available upon request to individuals with disabilities.

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The San Joaquin Partnership provides confidential no-cost/no obligation services to businesses and industries interested in locating or expanding their operations within San Joaquin County. Working closely with the County and its seven incorporated cities, the partnership helps facilitate, among other services:

- Database of available properties
- Site tours
- Labor market analysis
- Employee recruiting

San Joaquin Partnership is a private, non-profit economic development corporation headquartered in Stockton.

Learn more at www.sanjoaquinusa.org or call 800-570-JOBS x5627.

Nurturing tomorrow's innovators today

iHub San Joaquin is one of California's innovation hubs and is part of a network of innovation hubs around the state that are charged with the task of accelerating economic activity. We provide the linkage between technology leaders, entrepreneurs, investors, and educational institutions through a variety of programs and services. We can help you refine your idea or business plan, introduce you to potential investors, and provide a forum to introduce your idea or product to the market.

Our mission is to help people grow ideas. We develop new partnerships, stimulate economic development, create new jobs, and nurture entrepreneurship and enterprises dedicated to innovative and emerging technologies. We are dedicated to reinvigorating our region's economy as a center for sustainable technologies in three areas: Health Care, Agri-Business, and Sustainable Construction Technology

www.ihubsj.org

This WMA/WGCA Title I financially assisted program or activity is an equal opportunity employer/program. Auxiliary aids and services are available upon request to individuals with disabilities.
Quality education is vital to quality of life—and River Islands delivers. Our charter K-8 has received kudos for its programs, its activities—and for far exceeding state standards.

Serving casual fare for lunch and dinner, the Boathouse is a great place to enjoy time with family and friends. Enjoy boating on the lake or bocce at Sunset Point Park, then come on over!

Healthy living is right at home at River Islands. Walkable neighborhoods, sports fields, lakes and parks make active recreation easy and convenient.

Approvals are in place for a business park of approximately 400 acres for office, R&D or campus use. Our retail area is now in the planning.