



The perfect location for your business to grow and prosper!

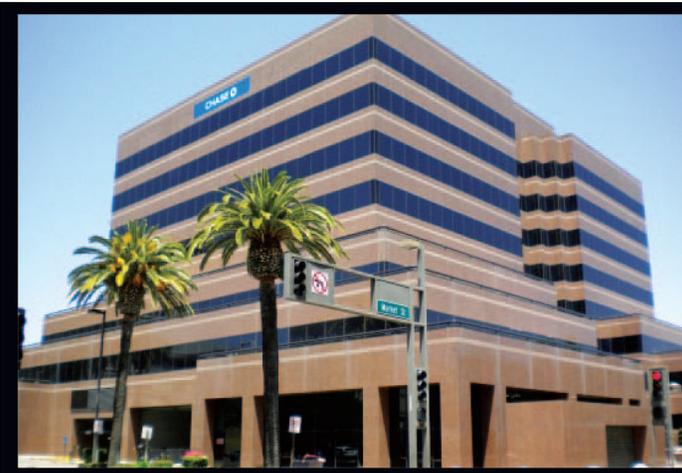
**STOCKTON**

C A L I F O R N I A

# City Government



- Mayor ..... Anthony Silva
- Vice-Mayor ..... Paul Canepa
- District 1 ..... Elbert H. Holman, Jr.
- District 2 ..... Katherine M. Miller
- District 4 ..... Moses Zapien
- District 5 ..... Dyane Burgos
- District 6 ..... Michael Tubbs



# Welcome to Stockton, California...

Stockton offers many advantages to businesses, both large and small. Located in the heart of the great Central Valley, Stockton is strategically positioned for quick and cost effective distribution of goods and services to major West Coast markets.

Twice designated as an "All-America City" (1999 and 2004), Stockton is located 80 miles east of San Francisco and 40 miles south of Sacramento. With a population of over 290,000 Stockton is the 13th largest city in California and is rapidly becoming an integral part of the San Francisco Bay Area economy. Stockton is the seat of

San Joaquin County, the fifth largest agricultural county in the United States and the number one producer statewide of asparagus. Recently, wine grapes have become one of the leading crops in the county, transforming the region into one of California's premium wine districts.

Stockton has a large skilled and semi-skilled workforce with an affordable wage structure, in place infrastructure, and an abundance of cultural, educational, and recreational opportunities. With its comfortable and affordable California lifestyle, enriched by the pleasures of

metropolitan living without the congestion, overcrowding, and expense, Stockton is the ideal location for your business to grow and prosper.

The City of Stockton is committed to maintaining a business-friendly atmosphere and will work to expedite your business project. Let the City's professional Economic Development staff assist you in locating a site suitable for your business venture and walk you through the permitting process. Our goal is to do what it takes to get your project up and running in the shortest time frame possible.



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# Available **and** Affordable Land

Stockton has approximately 6,000 acres of industrially zoned land, of which close to 1,500 acres is available for development. The City has fourteen fully improved industrial and business parks, nine of which contain rail access. All industrial parks offer easy freeway access and are located within approximately five to fifteen minutes of either the airport or seaport. Prices for industrial land range from \$2.50-\$4 per square foot. Retail and office space is also readily available throughout Stockton at very competitive prices.

Businesses, developers, and site selectors can quickly identify available commercial property in Stockton via "Advantage Stockton" – an easy-to-use online geographic information system (GIS) offering dynamic mapping, aerials, and photographs of available existing facilities and developable land within Stockton. This powerful program also provides pertinent demographic data; all of which can be accessed via the internet at [www.stocktongov.com](http://www.stocktongov.com).



## Government Regulations **and** Utilities

Stockton is currently serviced for gas and electricity by Pacific Gas and Electric (PG&E), who will work with customers to plan the energy efficient design of business and manufacturing facilities from construction to operation. Local phone service is provided through AT&T, Comcast and numerous providers. Just about any telecommunication technology that is available elsewhere can be accessed in Stockton, including high-speed wireless internet.

The City of Stockton owns, operates and maintains the City's water, wastewater, and storm water systems, with the Stockton City Council setting the rates. Water is also provided by CalWater in certain areas of Stockton. Water comes from various sources including reservoirs, wells, and rivers. The City operates its own Police and Fire Departments. The Stockton Fire Department has a Class 1 ISO (Insurance Services Office) rating.

A business license will be required by the City of Stockton. Beyond that, the building must meet all applicable building and fire codes to be permitted.

### **Taxation**

Property Tax . . . . .	1.10% avg. . . . .	San Joaquin County Tax Collector
Sales and Use tax . . . . .	8.00% . . . . .	Board of Equalization
Business Personal Property Tax . . . . .	1.50% . . . . .	San Joaquin County Tax Collector
Utility Tax . . . . .	6.00% . . . . .	City of Stockton

# Transportation

*You can get anywhere from here. Whether by land, sea or air, Stockton's transportation system is unmatched.*

An uncongested highway transportation system connects Stockton to all major California urban markets. Interstate 5 on the west and Highway 99 on the east border the city and are primary thoroughfares running north and south through California. Interstate 5 connects the United States to Mexico and Canada and Highway 99 is the primary highway through the Central Valley, linking major valley cities. Interstates 205 and 580 connect Stockton to the San Francisco Bay Area and handle east and west transportation. Approximately two hundred major trucking lines and contract carriers do business in and around the Stockton area utilizing these routes.



Stockton is also linked to the rest of the continent through an extensive network of railways. Passenger service is provided by ACE Train (Altamont Commuter Express) and Amtrak. Freight service is available from Union Pacific and Burlington Northern Santa Fe (BNSF), with stops in Stockton and lines that connect across the country. BNSF operates a intermodal facility in southeast Stockton and a new intermodal facility was recently completed by Union Pacific Railroad in Lathrop.

Stockton boasts an incredible inland seaport. The Port of Stockton is the third largest landholder port in California, has a Foreign Trade Zone designation and a deep water channel that has an average depth of 37 feet. The Port operates a diversified transportation center on 2,100 acres, with berthing space for 17 vessels including Panamax ships, and more than 1.1 million square feet of dockside transit sheds. There is an additional 7.7 million square feet of warehousing available for dry bulk, including steel with rail capabilities. The Port also has approximately 40 miles of rail track and on-dock rail capabilities, with switching service provided by Central California Traction Co. Construction has begun on a \$30 million marine highway project intended to ease regional highway congestion by moving container cargo via barge instead of truck between Oakland and Stockton. ([www.stocktonport.com](http://www.stocktonport.com).)

And, of course Stockton is accessible by air. With its 8,650 foot air carrier certified runway, 4,458 foot general aviation runway, and Foreign Trade Zone designation, the Stockton Metropolitan Airport can land just about anything that flies. This is very important to companies such as Farmington Fresh which operates an air freight packing and shipping facility, flying locally grown produce to the Pacific Rim. ([www.co.san-joaquin.ca.us/airport](http://www.co.san-joaquin.ca.us/airport).)

Local transportation is provided by the San Joaquin Regional Transit District, which has constructed a new transit center in the heart of Downtown Stockton. In addition, trolleys provide a convenient and easy way to get around downtown to enjoy sporting events, concerts, theater, movies or dining. ([www.sanjoaquinrtd.com](http://www.sanjoaquinrtd.com).)

No matter what mode of transportation is used, Stockton is strategically positioned for quick and cost effective distribution to major West Coast, Pacific Rim, and global markets.



# BUSINESS INCENTIVES

## Enterprise Zone Benefits

The State of California designates a maximum of 42 Enterprise Zones throughout the state to encourage business attraction and expansion. The San Joaquin County Enterprise Zone was approved by the State in 2008 and is approximately 656 square miles. The City of Stockton makes up more than 30% of the commercial/industrial acreage of the Enterprise Zone. For businesses located within an Enterprise Zone, this translates to California tax savings and local incentives that can substantially reduce operating costs.



### Tax Credits Include:

- Hiring Tax Credit – over \$37,000 per eligible employee over 5 years
- Sales & Use Tax Credit – for taxes paid on eligible machinery purchased
- Business Expense Deduction – up to \$20,000
- Net Operating Loss Carryover – 100% carryover instead of 50%
- Net interest deduction for lenders

For more information visit [www.sjcez.org](http://www.sjcez.org)

## Employee Recruitment and Training Assistance

Avoid the high cost of recruiting, screening, and training by utilizing the following programs:

- Recruitment and Screening Services – San Joaquin WorkNet will design and implement an employee recruitment campaign around a company's specifications at no cost to the business.
- Pre-trained/Job-ready Employees – WorkNet funds several occupational skills training programs.
- On-the-Job Training – employers may be reimbursed up to 50% of their new employees' wages, hired through CalWorks or WorkNet, during their training period.
- Specialized Training Program – San Joaquin County Office of Education can customize training programs to fit business needs at little or no cost to the company.
- Stockton also hosts an array of higher learning institutions such as: University of the Pacific, CSU Stanislaus-Stockton Center, San Joaquin Delta College, Heald College, Humphrey's College, and the Weber Institute, which offers specialized training and internship programs to assist Stockton's business community.





# Financial Assistance

**Businesses locating in Stockton have access to many financial incentives, such as:**

**Commercial Facade Improvement Forgivable Loan:**

offers forgivable loans of up to \$100,000 to commercial property owners located in eligible areas. This program is designed to assist property owners in making exterior cosmetic improvements (e.g., painting, awnings, new doors, and windows) to commercial properties. In addition, this program provides funding for architectural services of up to \$2,500.

**Downtown Financial Incentive Program:**

reduces or eliminates the cost of building permits and associated public facilities fees for many downtown projects. If the project rehabilitates or reuses an existing downtown building that has been vacant for six months or longer most permit fees will be waived.

**Tracy/San Joaquin Certified Development Corporation:**

offers Small Business Administration (SBA) 502 and 504 loans to businesses needing fixed asset financing at competitive rates. Loan fees may be included in finance package for Enterprise Zone Businesses.

**Industrial Development Bonds:**

small and medium-sized manufacturers may benefit from Industrial Development Bonds which are a low-cost source of financing.

**San Joaquin Revolving Loan Fund (RLF):**

offers loans from \$25,000 - \$1.5 Million. Loan packaging fees waived for Enterprise Zone Businesses.

**Small Business Micro Loan Program:**

offers loans of up to \$30,000 to new and existing businesses located within the Stockton city limits. Funds may be used for operating capital, equipment, furniture, inventory, and minor rehabilitation. Interest rates start at the current prime rate plus 2%.

**Downtown Stockton Enterprise Loan Fund (DSELF):**

provides loans of up to \$50,000 to small to mid-sized businesses in the downtown and surrounding areas. DSELF is administered by the Downtown Stockton Alliance and provides traditional and “gap financing” to entrepreneurs who cannot obtain conventional financing.

**Public Facility Fee Reduction Program:**

Many development related fees have been reduced by 50% or eliminated in some areas to stimulate development.

## Other City of Stockton Incentives:

- Economic Review Committee (ERC) – meet with key staff to review preliminary site plans before applying for a building permit.
- Non-residential Fee Deferral Program - qualified businesses may defer their development fees over a five or ten year period
- Development Coordinator – to act as a liaison with other City departments and agencies

# City of Stockton Workforce

Stockton's labor pool is as dynamic as the Stockton community. With its continued expansion and productivity levels, the labor pool is a valuable resource contributing greatly to the city's steady growth in job development. Consisting of a large skilled and semi-skilled workforce of approximately 293,500 (California Department of Finance 2011 estimate) and an affordable wage structure, it presents a distinct hiring opportunity for prospective employers. Stockton is the 13th largest city in California.

## Population by Gender (2010)\*

Gender.....	Total
Male:.....	142,925
Female:.....	148,782

## Population by Age (2010)\*

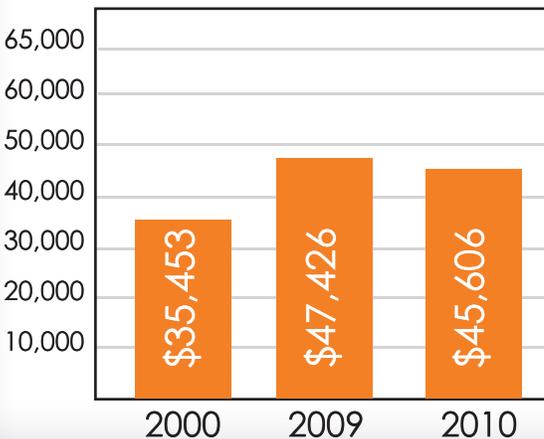
0-4 years.....	24,593
5-19 years.....	73,655
20-44 years.....	99,907
45-64 years.....	64,300
65 and up.....	29,252

*Average age is 30.8 years*

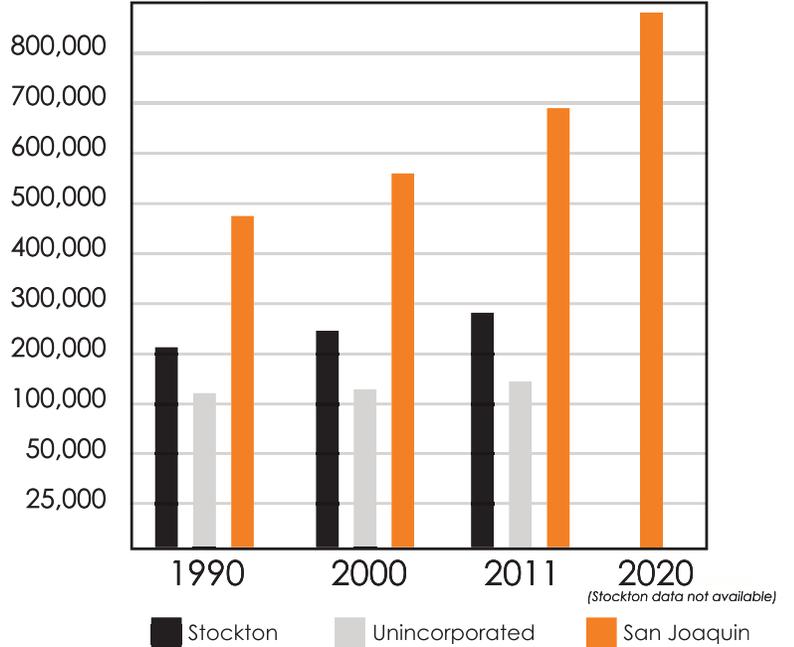
## Population by Ethnicity (2010)\*

White.....	108,044.....	37.0%
Black or African American.....	35,548.....	12.2%
American Indian/Alaskan Native.....	3,086.....	1.1%
Asian.....	62,716.....	21.5%
Native Hawaiian/Pacific Islander.....	1,822.....	0.6%
Other.....	60,332.....	20.7%
Two or more races.....	20,159.....	6.9%
Hispanic or Latino.....	117,580.....	40.3%

## Median Household Income\*



## Population Trends\*\*



Sources: \* US Census Bureau \*\*California Department of Finance.

# Existing and New Business

Stockton's economy has diversified from historically agriculture based to include all market sectors. In fact, there are over 17,000 businesses licensed within the City of Stockton. Below is a sampling of major private sector employers in Stockton:

Source: City of Stockton; Infogroup; CA Employment Development Department

	INDUSTRY	EMPLOYEES
St. Joseph's Medical Center	Health Care	2,530
OG Packaging Company	Food Processor	2,000
Dameron Hospital	Health Care	1,300
Kaiser Permanente	Health Care	1,060
University of the Pacific	Private University	970
Diamond Walnut	Food Processor	800
O'Reilly Auto Parts	Distribution	650
Morada Produce Company	Food Processor	500+
Walmart	Retail	500+



## New or Expanding Companies:

- Communication Services for the Deaf
- CVS Pharmacy
- Dole Packaged Foods
- DTE Energy Services
- ECS Refining
- Electronic Vehicles International
- Gold's Gym
- Krispy Kreme
- O'Reilly Auto Parts
- Pacific Ethanol
- Super Walmart
- Walgreen's
- Wine Bottle Renew



Stockton has been chosen as a place of operation by a number of manufacturing companies such as: Aisin, Crown Bolt, Simpson Strong-Tie, Custom Building Products, Feralloy Steel, Exactacator, Dopaco, Vinotheque Wine Cellars, Ferguson Enterprise, and Golden State Lumber.

Large office and distribution companies that have also chosen Stockton as a location to operate include: Dollar Tree, Farmington Fresh, Dorfman Pacific, Duraflame, and Cost Plus. There are also several high technology firms located in Stockton, such as Applied Aerospace Structures Corp and American Micro Detection Systems Inc.

# Shop 'Til You Drop

As the population continues to grow in Stockton, so does the number of retail options.

**Stockton has two existing malls: Weberstown Mall and Sherwood Mall** - Sherwood Mall has recently undergone major renovations including a 25,000 s.f. expansion to accommodate the Central Valley's first Home Goods store. Both malls are anchored by several large department stores, including Dillard's, Macy's, JC Penney's and Sears. They also have a host of specialty stores such as Best Buy, Pac-Sun, Aeropostale, The Gap, Hallmark, American Eagle, Barnes & Noble, Express, Bath & Body Works, Hot Topic and Hollister.



**Park West Place** - A retail power center located in Spanos Park at Interstate 5 and Eight Mile Road opened in Summer 2004. This 750,000 s.f. retail destination includes Target, Kohl's, Bed Bath & Beyond, Babies R Us, Lane Bryant, Sports Authority, Ross, Petsmart and much more. The center also includes Starbucks, Jamba Juice, Panera Bread, and several other dining establishments. Lowe's opened a 116,000 s.f. home improvement store in January 2006. A newly constructed 150,000 s.f. office complex just south of the power center is headquarters to the AG Spanos Companies. A Super Walmart is currently under construction.

**Pacific Town Center** - Located at Pacific and Hammer, this newly renovated shopping center includes 170,000 s.f. of retail space. National brand stores such as Pier One, Michaels Arts & Crafts, Skechers, TJ Maxx, and Toys R Us have recently opened up shop at Pacific Town Center. There are a total of 15 stores in all.

**Miracle Mile** - Located on Pacific Avenue in Stockton's Midtown Area, this pedestrian-friendly shopping district offers superb dining restaurants such as CoCoro, AVE on the Mile, The Abbey Trappist Pub, Centrale, Valley Brew and Casa Flores, as well as unique specialty shops and professional services. The Miracle Mile is quickly becoming a hot spot for live entertainment, including the local favorite Stockton Empire Theatre.

**Stonecreek Village** - Located at Pacific Avenue and Robinhood Drive is a mixed-use commercial development that provides Stockton with an upscale shopping environment. Stonecreek Village has a number of high-end tenants, such as Ann Taylor Loft, J. Jill, Talbots, Cacique, Coldwater Creek, Lane Bryant, Jos A. Bank, Boudin SF, REI, Foot Solutions, Regalo Bello, Roger Dunn Golf, Five Guys Burger & Fries, Mimi's Cafe, BJ's Restaurant & Brewhouse and Gymboree.

# Downtown Revitalization

Stockton is in the midst of a renaissance. In addition to encouraging industrial development, Stockton is focused on reviving the heart of its community – Downtown Stockton. With the continued effort of the public sector, downtown businesses, and private developers, millions have been invested in projects in the downtown area. The Downtown Stockton Alliance plays a critical role in the maintenance, marketing, hospitality and economic development of downtown.

**Downtown City Centre Cinemas** – Opened in December 2003, the \$25 million downtown Cineplex includes 16-screens, 3,400 stadium seats, and state-of-the-art sound system. City Centre Cinemas also includes 18,000 s.f. of retail space which houses a Starbucks, as well as various dining establishments and offices.

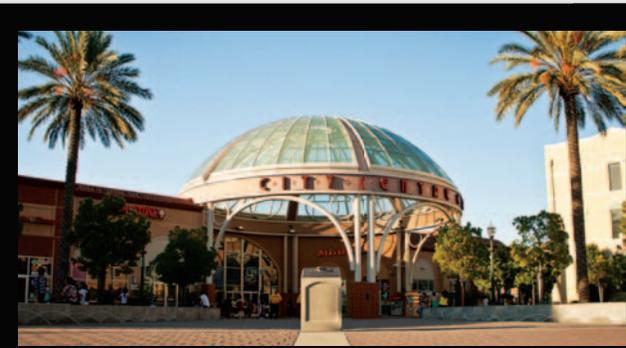
**Downtown Parking** – With a growing number of people traveling to Downtown Stockton, three new parking structures have been built to provide convenient parking: Stewart Eberhardt Building Garage includes 840 parking spaces, Edmund S. "Ed" Coy garage has room for 575 vehicles, and Stockton Events Center garage includes close to 600 parking stalls.

**Hotel Stockton** – Originally constructed in 1910 as a 252 room hotel, "The Stockton" recently underwent a historic transformation which resulted in a mixed-use development incorporating 156 units of affordable housing in addition to ground floor retail, office, and restaurant uses. The rooftop terrace overlooking the Stockton waterfront is once again a public space for meetings, banquets, and special events.

**Downtown Marina** – With the assistance of a \$13.3 million loan from the California Department of Boating & Waterways, the City opened a first class marina with full service slips, ample guest or day docks, restrooms, and various other amenities that create a destination marina for Stockton residents and visitors. The Stockton Marina attracts many yacht clubs and visiting boaters.

**Office Projects** – Several new office buildings have been constructed recently in Downtown Stockton. Bank of the West just completed construction on a new downtown branch and DMV opened a new office in late 2010. In 2009, San Joaquin County constructed a six story 250,000 s.f. administration building. BBVA Compass completed a two-story, 15,000 s.f. office building for its headquarters, The Record newspaper completed a \$22 million expansion project, and the San Joaquin Council of Governments constructed a 30,000 s.f. three story facility. In November 2005, San Joaquin WorkNet moved into a new 52,000 s.f. office building at Lincoln and Washington Streets.

**University Park** – an education dominated, mixed-use community located in the Stockton's Midtown District is being developed by The Grupe Company. The site currently houses Valley Mountain Regional Center, Stockton Unified Health Career Academy, and CSU Stanislaus-Stockton Center and will include retail, market-rate apartments, and close to 520,000 s.f. of new and existing office space.



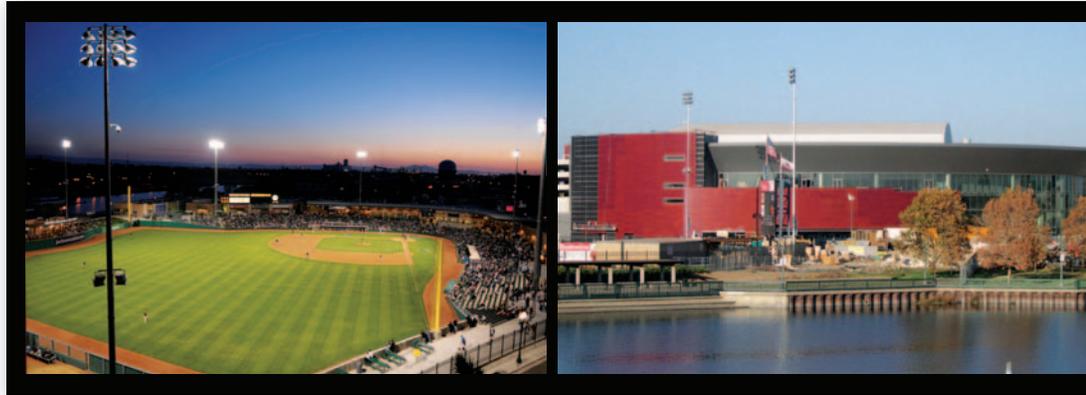
# Downtown Stockton - Stockton Events Center

Premier Entertainment Destination of the Central Valley!

On the north shore of the Stockton Channel, a multi-million dollar development is complete. This monumental project includes a baseball stadium, waterfront multi-use arena, hotel and conference center, retail space, and a parking structure.

The 5,200 seat Stockton Ballpark includes all of the amenities of a first class ballpark such as luxury suites, a unique "back porch" area with rocking chairs, sports club, delicious tri-tip sandwiches, and games for the kids.

A multi-purpose waterfront arena is located adjacent to the ballpark. This state-of-the-art, 220,000 s.f. arena includes the following amenities:



**12,000 seats • 24 full service luxury suites • 345 club seats and private Club area  
5,000 s.f. of meeting room space • 60,000 s.f. of retail and restaurant space**

The Stockton Arena, dedicated in December 2005, can accommodate a wide range of events and activities. The arena is home to the Stockton Thunder hockey team, affiliate of the East Coast Hockey League

The University Waterfront Plaza Hotel is located adjacent to the arena. The seven-story, full service hotel, which opened in November 2007, includes 178 rooms, restaurant and bar, and a conference center.



# Quality of Life

## Housing

Quality new housing is available to meet every price range. First-time homebuyers can find both new and pre-owned homes at reasonable prices. At the other end of the spectrum, the community also offers luxurious executive homes priced at over \$1 million. The median home price is approximately \$125,000. (source: Central Valley Association of Realtors.)

## Recreation

Recreation is serious business in Stockton. The Stockton area boasts over a dozen public and private golf courses, two regional parks, a zoo, skateboard park, and an indoor ice rink. Stockton also maintains countless parks, baseball diamonds, soccer fields, bicycle paths, swimming pools, and tennis courts.

Stockton recreation is distinguished from other cities because of its prime access to the San Joaquin Delta. The Delta is 1,000 miles of twisting, turning waterways, fed by the Sacramento and San Joaquin rivers and stretching out to meet the San Francisco Bay. House boating, waterskiing, fishing, camping, rowing, sailing, wakeboarding, and charters are year-round past-times and a way of life to many in Stockton.



## Arts and Entertainment

The arts play a major role in Stockton life – there is something for everyone. The renovated historic Bob Hope Theatre in Downtown Stockton opened in September 2004. The Bob Hope hosts Broadway shows, musicals, comedy acts and concerts throughout the year. The Stockton Symphony performs classical and pop series concerts with acclaimed musical and vocal talent. The Stockton Civic Theatre, Stockton Opera, Stockton Chorale, and Brubeck Institute all feature year-round drama and musical productions. The Empire Theatre on Stockton's Miracle Mile hosts a variety of performances by local artists.

Those interested in museums will enjoy the Stockton Children's Museum, which offers hands-on learning experiences, and the Haggin Museum located in picturesque Victory Park, which boasts a unique collection of historical paintings and traveling exhibits. In addition, numerous art galleries can be found throughout the city, including the L.H. Horton Gallery located at San Joaquin Delta College and Tidewater Art Gallery in Downtown Stockton.

Stockton is proud of its diverse community and its variety of cultural events such as a Cinco de Mayo Fiesta, Greek and Jewish food festivals, and Italian Street painting. Stockton hosts numerous festivals and concerts at its Downtown Weber Point Event Center, including the nationally recognized annual Stockton Asparagus Festival, attended by over 100,000.

# Quality of Life

## Sports

Stockton's new ballpark is home to the Stockton Ports, a Class A affiliate of the Oakland Athletics, which held its opening game at the new ballpark in Spring 2005. The Ports shared their new jewel of a park in the inaugural season with a record 205,819 fans, beating the previous mark of 154,547 set back in 1947. In 2007, the Stockton Ballpark hosted the California vs. Carolina All-Star Game. Stockton has been host to numerous sporting events such as the ESPN Bassmasters, Tour of California, CIF Section Tournaments, and national softball, soccer, bowling, volleyball and golf events.



## Education

Comprehensive educational opportunities are abundant in Stockton. The area is served by four major school districts (Stockton, Lincoln, Lodi, and Manteca), in addition to numerous alternative education programs, charter and private schools.

Stockton has many opportunities for post-secondary educational advancement. The University of the Pacific (UOP), founded in 1851, is California's first chartered institution of higher learning. With an enrollment of over 6,000 students, UOP offers Bachelor, Master, and Doctoral degree programs in business, engineering, education, music, pharmacy, dentistry and international studies. CSU Stanislaus-Stockton Center, a branch campus of CSU Stanislaus, offers degree programs in social science, business administration, and public administration. San Joaquin Delta College, with

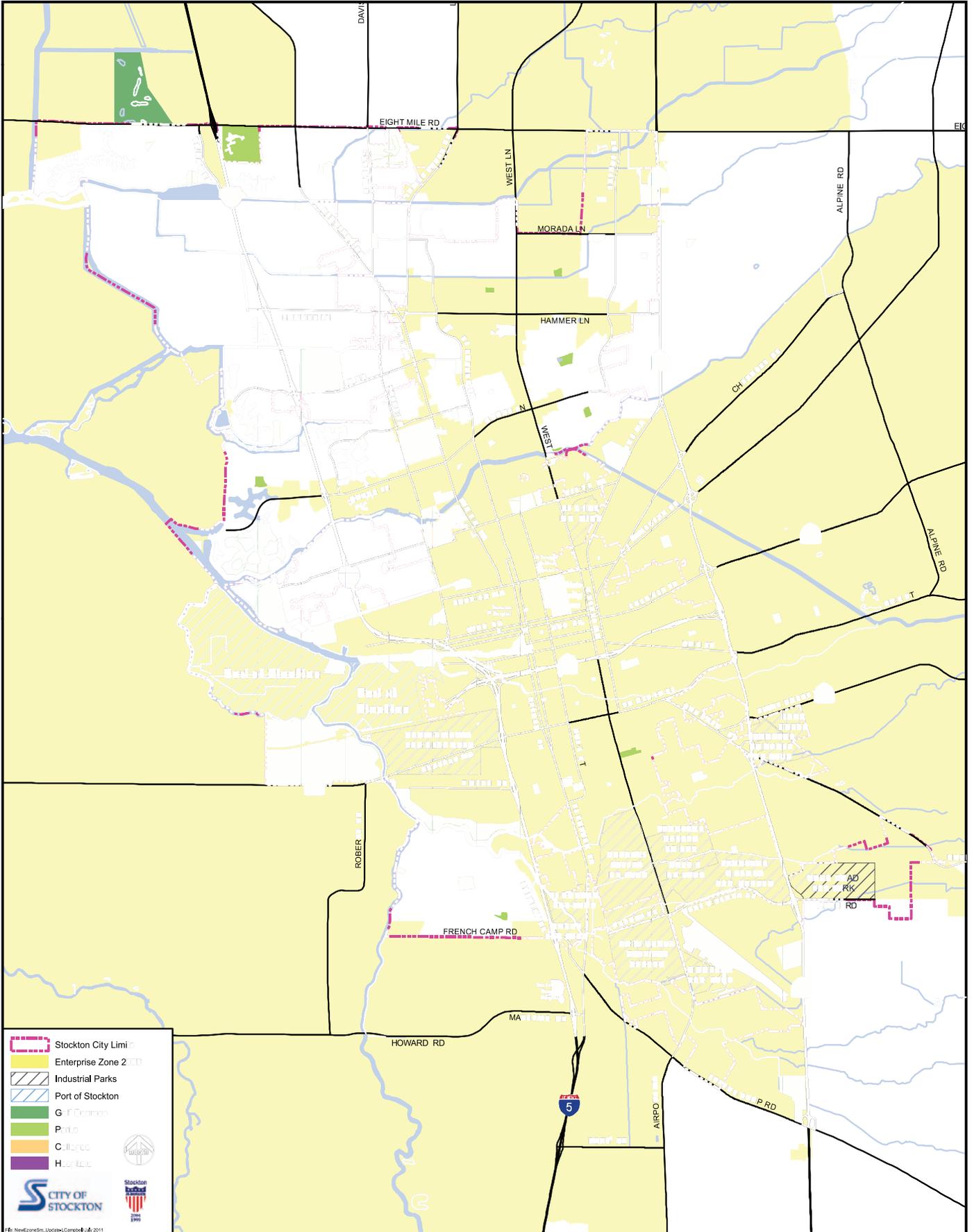
an enrollment of over 20,000 students, is at the heart of the post-secondary education curricula. Delta College offers over 100 certificate and degree programs.

Humphreys College is a private college specializing in business administration, computer science, and law. National University and University of Phoenix are independent institutions offering degree programs in a format specifically for working adults. In addition, Heald Business College, Carrington College, MTI Business College, ITT Technical Institute, Kaplan College, and Weber Institute of Technology offer a variety of vocational training courses.

Stockton, California... a dynamic, spirited community of people, families, and business that blend energy, vitality, and hospitality in the most unique way. That is why Stockton is a great place to do business!



# Stockton Vicinity





**Be a part of Stockton's growing community...  
contact the City of Stockton's Economic Development Department at (209) 937-8530**

We want your business. Our professional staff is ready  
and available to support your business venture today.

Request the following additional resources on doing business in Stockton:

Celebrate ED! Economic Development e-Newsletter  
Commercial Facade Improvement Forgivable Loan Brochure  
Downtown Stockton Projects Map  
Economic (project) Review Committee Brochure  
Small Business Micro Loan Brochure  
Stockton Industrial Park Maps  
Stockton/San Joaquin Enterprise Zone Packet



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