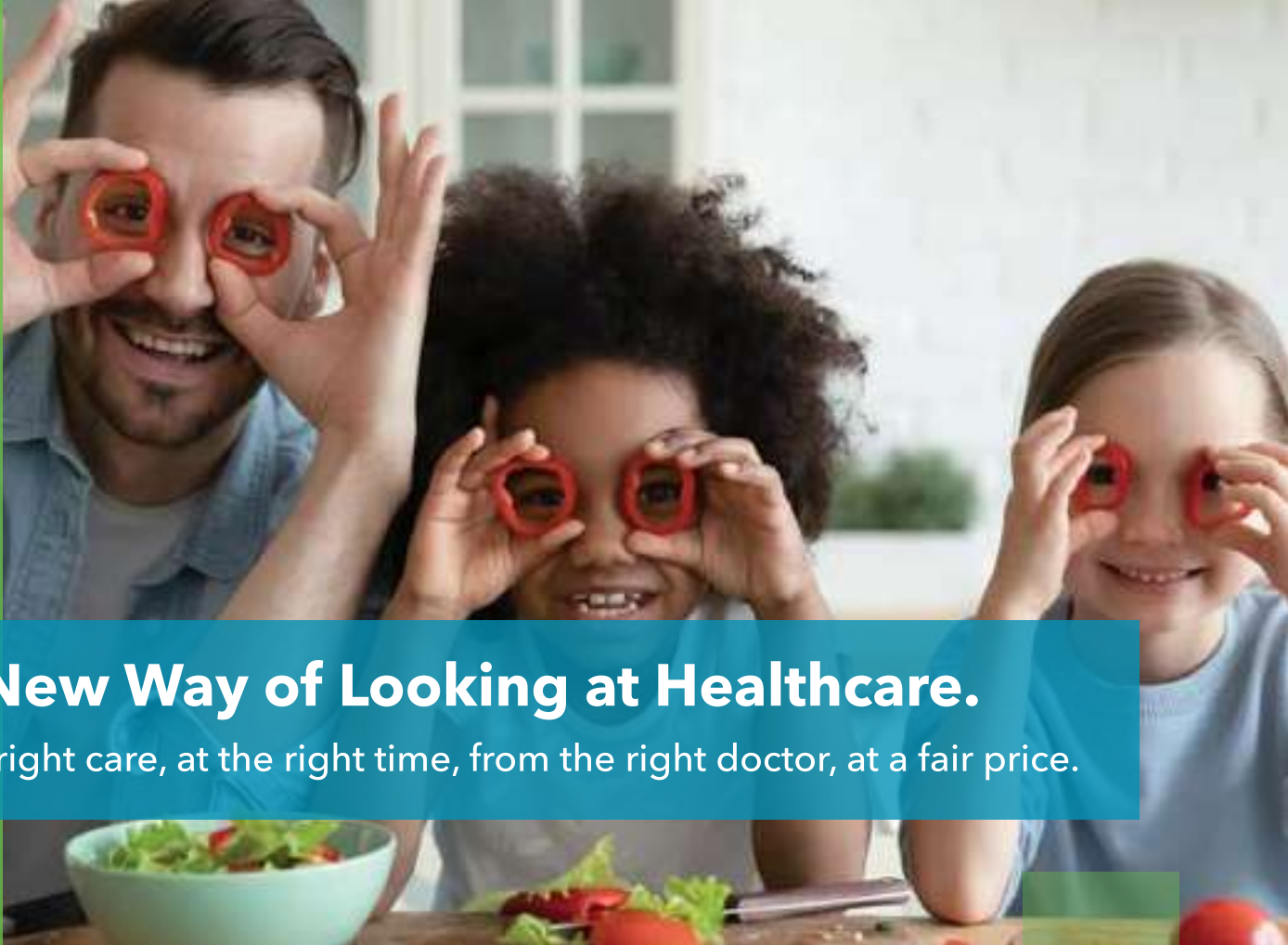




2022
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& MEMBER DIRECTORY


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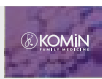
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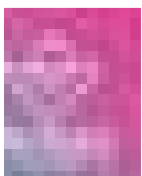
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RICHARD D. CHAPMAN
PRESIDENT & CEO

IN 1988, KERN COUNTY'S PUBLIC AND PRIVATE SECTOR LEADERS FOUNDED KERN ECONOMIC DEVELOPMENT CORPORATION

with the ambitious goal of ensuring the region's future economic stability and sustainability. Since the organization's inception,

Kern EDC-assisted projects have generated almost 35,000 jobs; \$6 billion in capital investment; and \$1.2 billion in wage income for Kern County.

In June 2020, **Kern EDC's** Board of Directors adopted the 2020-2023 Strategic Plan designed to guide the organization's business development activities and programs through the ever-changing economic landscape. This bold visioning document was supported by an updated mission "*to cultivate and promote Kern County's boundless opportunities for business.*"

Kern EDC's stated organizational goals and objectives are specifically aimed at:

- Raising the profile of the region and recruiting companies that advance employment opportunities and economic well-being for Kern County
- Providing assistance to existing Kern County businesses to retain and expand their operations
- Working in partnership with other local organizations to help entrepreneurs access the resources they need to build successful businesses and create jobs in Kern County

Indeed, **Kern EDC** is well-positioned to succeed in these three fundamental economic development areas. Recent "best practice" programs and initiatives include monthly site selector (virtual) meetings with consultants and corporate real estate executives around the nation; the completion of a county-wide business vitality program that assisted the region's manufacturers with their expansion and retention needs; and the momentum created by the Kern Initiative for Talent and Entrepreneurship (KITE) alliance, a partnership with the **Seedcore Foundation**,



designed to bolster the region's burgeoning entrepreneurial ecosystem.

In 2022, **Kern EDC** will launch the **Manufacturing Alliance of Kern (MAK)**, an industry collaborative that will advocate on behalf of the region's 400+ manufacturers. The coalition will serve a critical role by providing comprehensive siting, permitting, workforce development, and financing assistance to

We invite you to partner with Kern EDC on our bold and innovative business development agenda, further ensuring that Kern County is the "best investment a business can make!"

firms considering relocating to or expanding operations in Kern County.

The **Kern Economic Development Foundation (KEDF)** was the recent recipient of a prestigious **International Economic Development Council "Excellence in Economic Development Award"** for the Kern County STEMposium. In 2022, **KEDF** will launch the **Kern Intern Connections (KIC)** program, a regional talent retention initiative that will link students with employers for paid summer internship opportunities.

We invite you to partner with **Kern EDC** on our bold and innovative business development agenda, further ensuring that Kern County is the "best investment a business can make!"

CO-EDITORS' NOTE:



SOPHIA GLIGOREVIC
MARKET OVERVIEW
CO-EDITOR

Kern EDC would like to express our sincere appreciation to **The Marcom Group** for their outstanding design skills which brought this award-winning publication from the drawing board to reality. The **Market Overview** would also not be possible without the extraordinary talent of the many local photographers who generously donated their work. Their eye for the beauty and culture of Kern County allowed this annual publication to create a strong and accurate narrative of local life. Thank you to all the contributors who helped with this publication and continually enhance the value that it has to our community.



ANDY YOUNG
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Strategic market access and a business-friendly environment are just two of the reasons why companies prefer Kern County.



Front cover includes photos courtesy
Michael McCloskey, Tony Moreno, and others



Photos courtesy (Top-
Bottom): David Seibold, Glibert
Vega, and Tony Moreno

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Oil and agriculture aren't the only industries making headlines in Kern County. Discover more about what Kern "does for a living."

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Photos courtesy (Top-Bottom): David Seibold, Michael McCloskey, Visit Bakersfield, and Joel Favela



Photo courtesy Tony Moreno

Kern Economic Development Corporation (Kern EDC)

is a public-private partnership formed in 1988 with the mission of cultivating and promoting Kern County's boundless opportunities for business.

KERN ECONOMIC DEVELOPMENT CORPORATION (KERN EDC) REPRESENTS A COALITION OF BUSINESS, EDUCATION, AND GOVERNMENT LEADERS

dedicated to ensuring a diverse and strong economic climate for Kern County. **Kern EDC** focuses its collaborative efforts on the recruitment of new business opportunities and assisting in the retention and expansion of existing businesses.

Since 1988, **Kern EDC** has helped retain, grow, and attract businesses and jobs to Kern County. The economic base features one of the nation's leading energy providers, and it regularly ranks as one of the top 2 agricultural regions in the U.S. In addition, other industries like transportation & logistics, health care services, and aerospace and defense have helped create a more resilient local economy... just as the organization's founders had hoped.

Advancing Employment Opportunities & Economic Well-being

Kern EDC offers a variety of services designed to support our mission. With local industry sector expertise and deep connections in Kern's communities, we work to ensure the region remains a leader in commerce and a hub for innovation.

Kern EDC Services

SITE SELECTION ASSISTANCE FOR NEW BUSINESSES

Kern County is one of the few regions in California that markets itself around the country. That's because Kern County and its municipalities embrace new businesses and offer fast-track permitting, allowing a company to be up and running within months after inking a deal. **Kern EDC** partners with the County of Kern, municipalities and real estate professionals, to identify available property and buildings that meet your requirements.

WORKFORCE DEVELOPMENT, TALENT ATTRACTION & RETENTION

Kern EDC works closely with **California State University, Bakersfield**; **Kern County Superintendent of Schools**; our three local community colleges; and private education institutions that prepare Kern County's future workforce. We help ensure that educators know what existing and new businesses are looking for in their talent. The **Kern Initiative for Talent and Entrepreneurship (KITE)** partnership with **Seedcore Foundation** aims to aggressively promote and develop Kern County's entrepreneurial ecosystem.

Kern EDC has never wavered from its mission to cultivate and promote Kern County's boundless opportunities for business.

INCENTIVES

Kern EDC works with businesses to identify targeted incentives and financing tools that stimulate job growth and capital investment. Kern County offers robust programs, including the innovative **Advance Kern** program, that helps companies succeed and compete in the global economy.

PRIVATE/PUBLIC SECTOR SYNERGY

Whether we are helping facilitate Kern's already expedient permitting process, or advocating on behalf of regional companies, our strong relationship with the County and local cities is invaluable.

RESEARCH

Kern EDC conducts customized research as well as produces ongoing economic and demographic updates to promote the region to site selection consultants and corporate real estate executives throughout the U.S. **Kern EDC's** website, e-news, and social media channels (LinkedIn and Facebook) inform the community and outside business development interests about Kern County's growth opportunities.

ECONOMIC IMPACT FACT SHEETS

Kern EDC recognized the need to produce "user-friendly" flyers presenting the economic impacts of Kern County's main industries. In this continuing series, **Kern EDC** will create and update industry-specific fact sheets in order to demonstrate the diverse nature of the local economy.




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RICHARD D. CHAPMAN
EXECUTIVE DIRECTOR

MOST EXECUTIVES LOOKING TO EXPAND OR RELOCATE THEIR BUSINESS HAVE A KEEN EYE on a community's workforce and its abilities to fill the jobs they will create. While **Kern EDC** focuses on job creation, it's clear that the availability of skilled labor is the top site selection factor.

Kern Economic Development Foundation (KEDF) focuses on bridging the gap between the business and education communities in Kern County.

Kern Economic Development Foundation (KEDF) was founded 15 years ago as a 501(c)3, and it focuses on bridging the gap between the business and education communities in Kern County. The goal is to create a better prepared workforce for current and future local employers, with special emphasis on building a bigger and better STEM (science, technology, engineering, and mathematics) talent pipeline.

KEDF's initiatives include programs designed to encourage students and adults alike to pursue STEM education and careers. Current projects include the recently-launched Kern Intern Connections (KIC) program, the *Women in STEM* initiative, and the annual *Kern County STEMposium*.



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The health and the vitality of communities is an output of a strong economy, and the Kern Economic Development Corporation is laser-focused on the attraction and retention of businesses to continue to build and stabilize our base.

— **JOE ASHLEY**
CHAIR

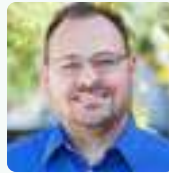
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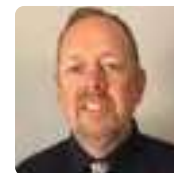
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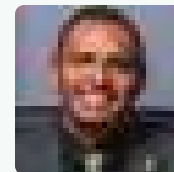
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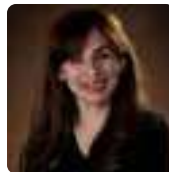
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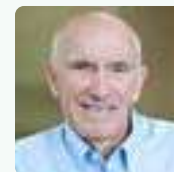
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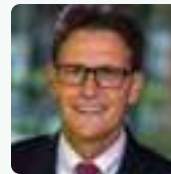
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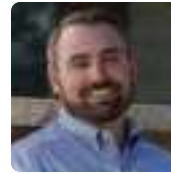
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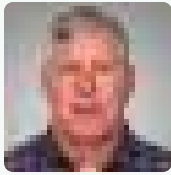
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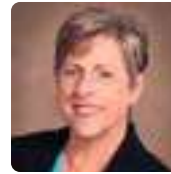
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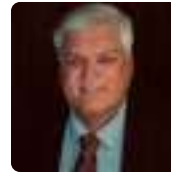
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Get in Touch with KEDC

CALL (661) 862-5150 FAX (661) 862-5151
EMAIL Info@KernEDC.com VISIT KernEDC.com

Meet the Team

Staff

AS WE LOOK TO THE FUTURE...

KERN EDC'S VISION IS IN ADVANCING EMPLOYMENT OPPORTUNITIES AND ECONOMIC WELL-BEING. We plan to build on the success of the past, continuing our efforts to position the Kern EDC at the forefront of the competition for job creation. With a strong and formidable team, composed of experienced economic development professionals, we will continue to develop and implement innovative strategies for the region's emerging and established industry clusters.



RICHARD CHAPMAN
PRESIDENT & CEO



MELINDA BROWN
VICE PRESIDENT OF BUSINESS DEVELOPMENT



SOPHIA GLIGOREVIC
MARKETING & MEMBER RELATIONS MANAGER

**INTEGRITY
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ANDY YOUNG
BUSINESS ATTRACTION & EXPANSION SPECIALIST



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Kern Economic Development Corporation's mission is to cultivate and promote Kern County's boundless opportunities for business.

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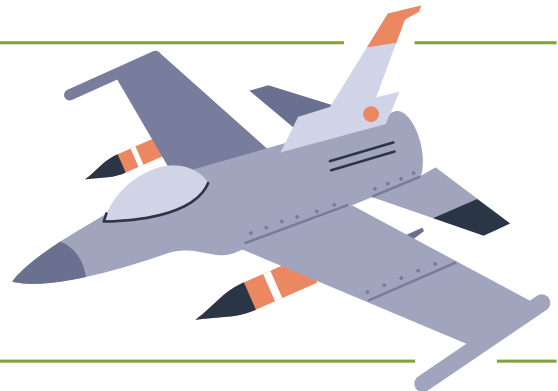


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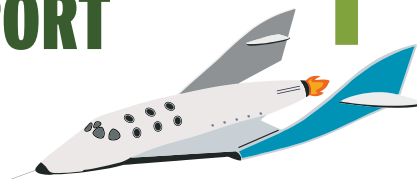
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ANYONE looking for an affordable and attractive place to live their dreams. Cultural and outdoor activities abound, various sports teams offer entertainment and housing prices are more reasonable than anywhere else in California. Kern County's combination of large community opportunity and small-town appeal is *just right*.

Family, Friends, Food & Fun: Bakersfield is One of the Best Places for a City Break!

According to a 2021 **Bounce** study, Bakersfield was ranked as one of the "Best Cities in the US for a Weekend City Break".



Photo courtesy Kern River Outfitters



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THE BEST PLACES IN THE U.S. FOR A CITY BREAK

#	CITY								
1	Miami	\$164	41.1	1.69	118.6	76.3	8.3	\$2.50	7.13
2	San Francisco	\$231	49.0	2.52	105.0	56.3	13.8	\$3.00	7.07
3	Boston	\$273	22.5	1.37	51.1	50.2	4.8	\$2.52	5.54
4	Las Vegas	\$225	16.0	0.53	31.9	68.5	7.1	\$2.00	5.41
5	Fresno	\$109	1.0	0.10	10.0	65.8	5.8	\$1.25	5.20
6	Albuquerque	\$130	2.8	0.22	8.1	57.9	5.2	\$1.00	5.20
7	San Antonio	\$161	1.5	0.11	8.7	69.8	10.2	\$1.50	5.20
8	Bakersfield	\$100	0.5	0.07	6.2	65.5	3.6	\$1.70	5.05
9	El Paso	\$91	0.8	0.07	5.9	64.9	7.2	\$1.50	5.04
10	Phoenix	\$136	1.2	0.09	5.4	73.8	3.7	\$2.00	4.87

Bounce, 2021

KEY: Average hotel price (weekend night) Attractions per mi² Relaxation spaces (nature & parks) per mi² Restaurants per mi² Average temperature (°F) Airport driving distance to downtown (mi) Average one-way public transport ticket cost City break score /10



California Housing Affordability

Kern is the 3rd-most affordable housing market in CA (\$367k), with #1 Kings (\$322.5k), #2 Tulare (\$333k), #4 Merced (\$387.4k), #5 Madera (394k), & #6 Fresno (\$395.5) in the top 6!

Stretching Your Dollar!

If you earn \$60,000 and work in Kern County, you'll be astonished by how much further your money will go compared to other areas in the state.



An affordable quality of life makes Kern County an attractive place to call home.

HOUSING MARKET UPDATE

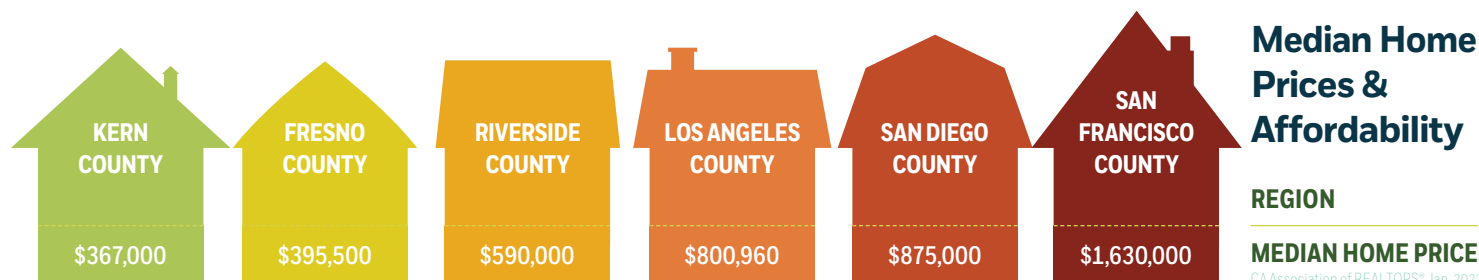
SALES ACTIVITY	TIME	YTY%
Median Time on Market	9 days	-25.0%
PRICE ACTIVITY	KERN	CA
Median Home Price (K)	\$367,000	\$765,580
YTY% Change in Price	+21.5%	+9.4%

California Association of REALTORS® 2021, 2022

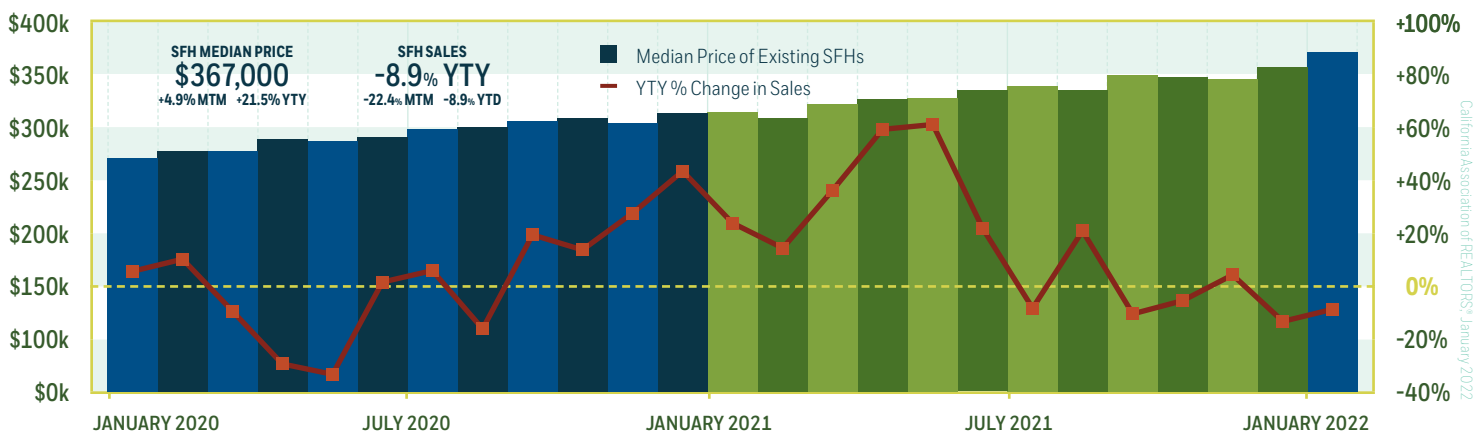
ENJOY A BETTER QUALITY OF LIFE FOR LESS

AREA	ANNUAL SALARY NEEDED TO MAINTAIN THE SAME QUALITY OF LIFE IN KERN COUNTY	COST OF LIVING
San Francisco	\$110,349	84% less in Kern
Oakland	\$88,346	47% less in Kern
Orange County	\$83,327	39% less in Kern
Los Angeles	\$81,618	36% less in Kern
San Diego	\$79,026	32% less in Kern

Nerd Wallet, Cost of Living Index Calculator, 2021



MEDIAN PRICE & HOME SALES FOR EXISTING SINGLE-FAMILY HOMES (SFHs)



THE CITY OF McFarland
TRADITION • UNITY • EXCELLENCE

A PLACE YOUR BUSINESS CAN CALL HOME

GET EVERY ADVANTAGE

- Strategically Located
- Business Friendly
- Available Land & Facilities
- Hub for Distribution, Manufacturing, Commercial, Retail
- Quality Workforce
- Located near Hwy 99
- Named 100 Safest Cities in California

FOR MORE INFORMATION, PLEASE CONTACT
Interim City Manager David Tooley
City of McFarland
401 West Kern Avenue
McFarland, California 93250
(661) 792-3091
www.McFarlandCity.org

Quality of Life

Opportunity

Expansion

A Growing Community

RAILS TO TRAILS
Retail, Retail & Mixed Use Sites Available

ALBERTSONS SHOPPING CENTER
Retail, Retail & Mixed Use Sites Available

KMART SHOPPING CENTER
Up to 8 Acres Available

Taft provides direct access to the world's sixth largest seaport, with close proximity to Interstate 5, Hwy 119, and Hwy 33.

Taft is Open for Business

- Robust Workforce
- Manufacturing Sites
- Distribution Sites
- Historic Downtown
- Oil Industry
- Agriculture
- Taft Community College
- Taft Airport
- Transit Destinations
- Gateway to the Central Plains
- Hotel Sites Available
- Quick Service Restaurant Sites Available

FOR INFORMATION, PLEASE CALL
Craig Jones, City Manager
City of Taft Economic Development Department
(818) 763-1522 ext 32 • cjones@cityoftaft.org
www.cityoftaft.org

The City of Wasco
Grow With Us

AT&T

Here and now

We bring you the communications, media and entertainment, and technology you need, when you need them. It's our commitment to keeping you in touch with family, friends, entertainment and the world. AT&T—empowering your everyday.

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YOUR Workforce CONNECTION



Employers' Training Resource (ETR) is a department within the County of Kern that serves as the administrative arm of the Kern/Inyo/Mono Counties Workforce Development Board.

Our Mission

To provide expertise and leadership to ensure that the workforce development system prepares people for current and future jobs that improve the economic conditions of the community. Working in partnership with America's Job Center of California, ETR provides services to local businesses and job seekers.

There is never a fee for our services!

**EMPLOYERS'
TRAINING
RESOURCE**

A PROUD PARTNER OF
America's Job Center
of California™



Our Goals

- **ECONOMIC DEVELOPMENT**: promoting and supporting the economic development of our communities
- **ASSISTING EMPLOYERS**: providing no-cost recruiting and screening, assistance with downsizing and other services
- **ASSISTING JOB SEEKERS**: providing no-cost training, job placement services and other job-hunting resources
- **ASSISTING FARMWORKERS**: providing no-cost training, paid work experience, as well as other resources
- **ASSISTING TRAINING PROVIDERS**: facilitating state application process for potential/new training providers; announcing newly-opened RFPs for existing providers

Call 325-HIRE

1800.203.2623 • TDD 661.635.2629
www.americasjobcenterofkern.com

AJCC & WIOA are an equal opportunity employer/program. Auxiliary aids and services are available upon request to individuals with disabilities.

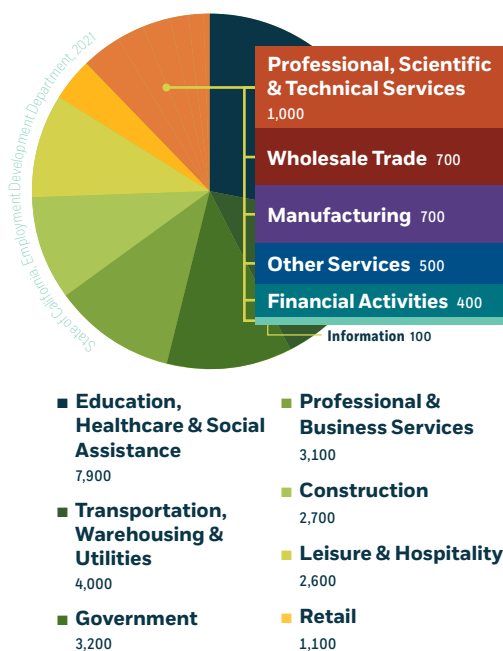
Kern County, by the Numbers

In 2020, Kern County's GDP reached \$48.7 billion, according to the Bureau of Economic Analysis.

Industry Projections

ACCORDING TO THE CALIFORNIA EMPLOYMENT DEVELOPMENT DEPARTMENT, industry employment in Kern County is projected to reach 382,200 by 2028, an increase of 9.4% over the ten-year period. Total non-farm employment is projected to grow by more than 27,200 jobs by 2028.

KERN GROWTH IN EMPLOYMENT (2018-2028)



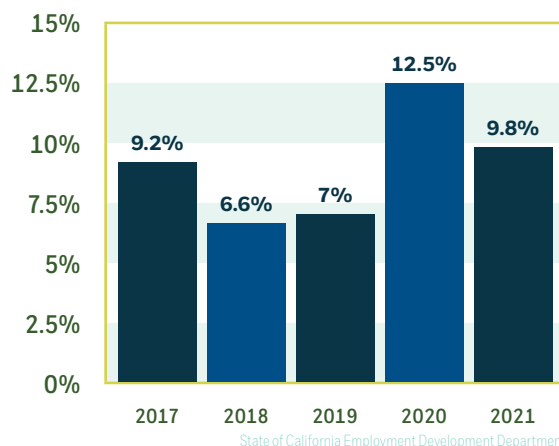
KERN COUNTY'S GDP

\$48.7B
Gross Domestic Product

#12
Metro in California for GDP

#70
County in U.S. for GDP

5-YEAR UNEMPLOYMENT RATE IN KERN

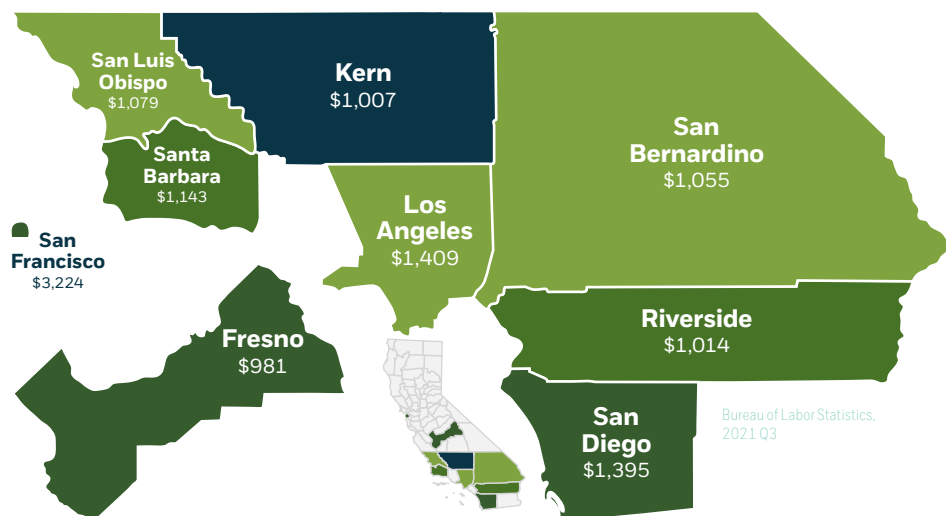


KERN COUNTY LABOR STATISTICS

Labor Force	380,100	Unemployed	37,050
Employed	344,000	Unemployment Rate	9.8%

State of California, Employment Development Department, 2021 average

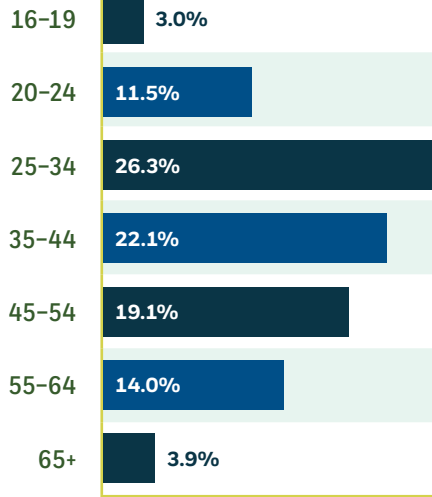
AVERAGE WEEKLY WAGES BY COUNTY



TOP SAN JOAQUIN VALLEY GDPs

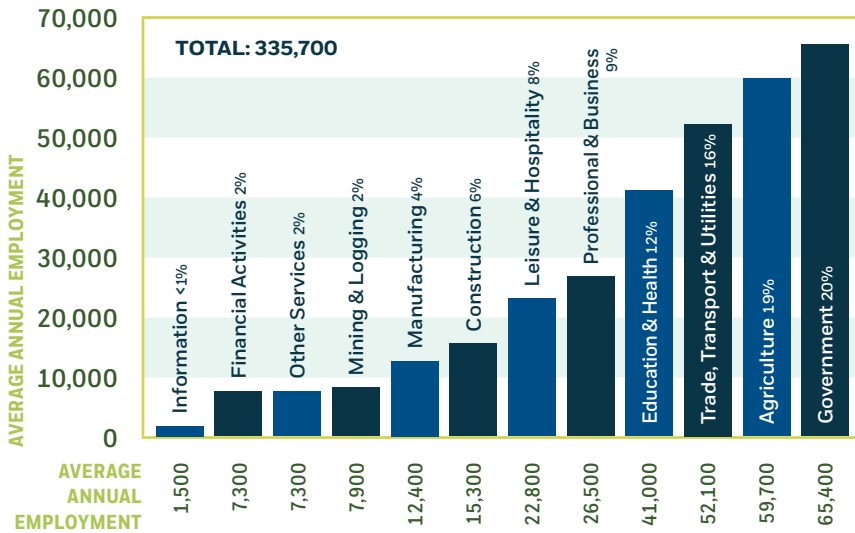
COUNTY	GDP (\$B)
Kern	\$48.7
Fresno	\$41.2
San Joaquin	\$28.4
Stanislaus	\$21.4
Tulare	\$17.7
Merced	\$9.2
Madera	\$6.3
Kings	\$6.2

KERN EMPLOYMENT BY AGE



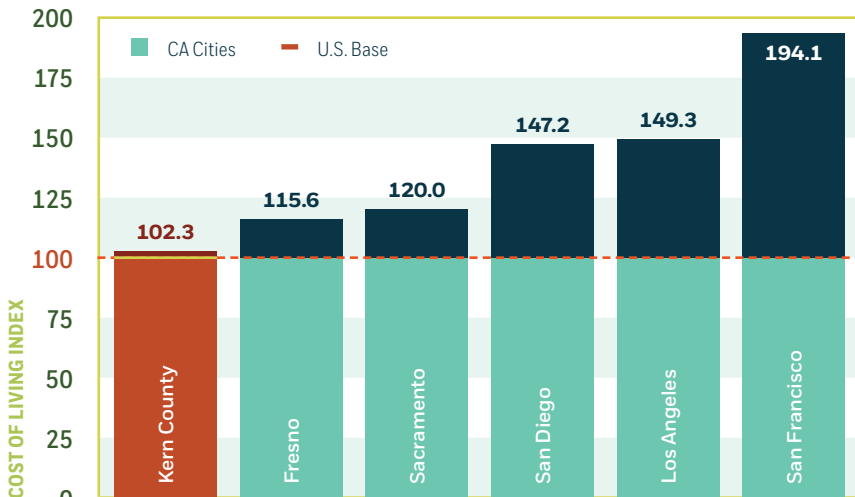
JobsEQ® 2021

COUNTY ANNUAL AVERAGE EMPLOYMENT BY INDUSTRY



State of California, Employment Development Department, 2020 Annual Average

COST OF LIVING IN KERN COUNTY



JobsEQ® 2021 Annual Average

TOP TAXPAYERS (000's)



Chevron USA Inc.

\$3,585,111
\$41,216



Aera Energy LLC

\$2,277,145
\$24,678

VALUE
TAXES



California Resources Corp.

\$2,189,508
\$25,398



Pacific Gas & Electric Co.

\$1,324,992
\$22,397

VALUE
TAXES



Southern California Edison Co.

\$1,216,890
\$20,573



Berry Corporation

\$869,161
\$9,956

VALUE
TAXES



U.S. Borax Inc.

\$783,044
\$9,125



Sentinel Peak Resources LLC

\$768,129
\$8,294

VALUE
TAXES

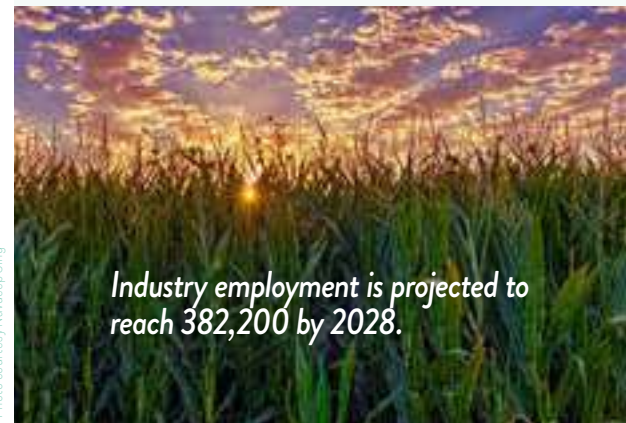


The Wonderful Company LLC

\$520,076
\$5,846

VALUE
TAXES

County of Kern, Tax Rates & Assessed Valuations, 2021-2022



Industry employment is projected to reach 382,200 by 2028.

Total non-farm employment in Kern County is projected to grow by more than 27,200 jobs by 2028.

Photo courtesy Visit Bakersfield



Photo courtesy Bakersfield CVB



Photo courtesy Michael McCloskey



TOTAL PAYROLL BY INDUSTRY IN KERN COUNTY

INDUSTRY	NAICS	TOTAL WAGES (MILLIONS)
Administrative & Support and Waste Management & Remediation Services	56	\$655
Agriculture, Forestry, Fishing, and Hunting	11	\$2,491
Arts, Entertainment, and Recreation	71	\$59
Construction	23	\$1,043
Educational Services	61	\$1,670
Finance and Insurance	52	\$347
Healthcare and Social Assistance	62	\$2,204
Information	51	\$91
Manufacturing	31	\$843
Mining, Quarrying, and Oil & Gas Extraction	21	\$770
Professional, Scientific, and Technical Services	54	\$790
Public Administration	92	\$2,219
Real Estate and Rental & Leasing	53	\$208
Retail Trade	44	\$1,089
Transportation and Warehousing	48	\$941
Utilities	22	\$267
Wholesale Trade	42	\$524

Figures may not sum due to rounding. Growth demand is based on 4-quarter moving average employment from the latest available date. Industry data as of 2020.

JobsEQ®, 2020

Photo courtesy Michael McCloskey



5-YEAR TOP INDUSTRY COUNTY ASSESSMENT VALUES COMPARISON (000's)

INDUSTRY	2021	2020	2019	2018	2017
Oil & Gas	\$11,248,336	\$14,890,428	\$16,139,191	\$15,654,943	\$15,229,670
Agriculture	\$9,368,392	\$8,924,016	\$8,479,317	\$8,067,613	\$7,754,323
Renewables	\$5,695,208	\$4,948,941	\$4,876,472	\$4,839,302	\$4,770,189
Healthcare	\$2,341,555	\$2,358,155	\$2,239,569	\$2,160,522	\$2,067,029

Kern County Assessor's Office

We are Dignity Health

An integrated health system rooted in humankindness®

Dignity Health — Mercy & Memorial Hospitals

Located across three campuses, Mercy & Memorial Hospitals serve Bakersfield and surrounding Kern County. The hospitals provide comprehensive care—mind, body, and spirit—and feature 24/7 emergency rooms, as well as a full range of specialty services, including cardiac, orthopedic, neurological, burn, and cancer care, among others. Mercy Hospitals holds five Center of Excellence designations, and all three Mercy & Memorial Hospitals locations offer the latest in minimally invasive surgery.



Dignity Health Medical Network

Formerly GEMCare, Dignity Health Medical Network (DHMN), including Independence Medical Group, is comprised of more than 800 of the area's leading primary care and specialty physicians. The DHMN independent doctors are located throughout Kern and Tulare counties and offer a wide range of services.



Dignity Health Management Services

Dignity Health Management Services (DHMSO) offers high quality, full-service administrative and clinical support to organizations responsible for providing medical care through health plan agreements or health benefit programs. DHMSO provides these services to hospitals, independent physician networks, medical groups, and employers.



Memorial Hospital

420 34th Street
Bakersfield, CA



Mercy Hospital Downtown

2215 Truxtun Avenue
Bakersfield, CA



Mercy Hospital Southwest

400 Old River Road
Bakersfield, CA



Dignity Health Medical Network (formerly GEMCare)

4550 California Avenue, Suite 100
Bakersfield, CA



Dignity Health Management Services

4550 California Avenue, Suite 100
Bakersfield, CA



Dignity Health®

Physicians | Nurses | Hospitals

dignityhealth.org/bakersfield





Photo courtesy Tony Moreno

THERE ARE 11 INCORPORATED CITIES IN KERN COUNTY,

plus 48 unincorporated census designated places (CDPs). Bakersfield, the county seat, is home to 43% of Kern County's population. Kern County's population is expected to reach nearly 1.5 million by 2060.



Photo courtesy Bakersfield Jazz Fest

POPULATION SIZE

397,392
Bakersfield

914,193
Kern County

State of California, Department of Finance, 2021 Population Estimates

POPULATION PERCENTAGE BY RACE

BAKERSFIELD IS THE 9TH LARGEST CITY IN CA (TOTAL POPULATION)

■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■ x3

1. Los Angeles (3,923,341)

■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■

2. San Diego (1,411,034)

■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■

3. San Jose (1,029,782)

■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■

4. San Francisco (875,010)

■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■

5. Fresno (546,770)

■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■

6. Sacramento (515,673)

■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■

7. Long Beach (467,730)

■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■

8. Oakland (435,514)

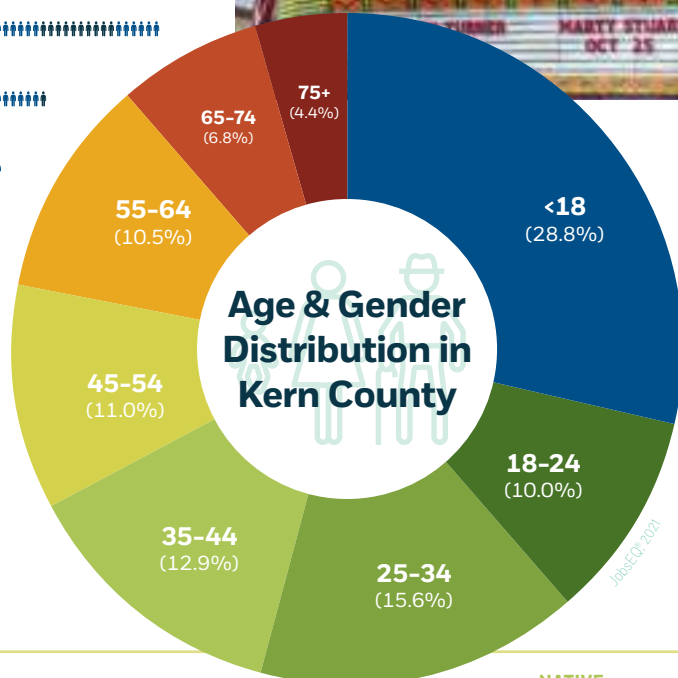
■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■■

9. Bakersfield (397,392)

Department of Finance, Demographic Research Unit, January 2021



Photo courtesy Joel Favelle



JAN-EPR 2021

LOCATION	HISPANIC OR LATINO	WHITE	BLACK	ASIAN	TWO OR MORE RACES	OTHER RACE	AMERICAN INDIAN & ALASKA NATIVE	NATIVE HAWAIIAN OR PACIFIC ISLANDER
Kern County	54.9%	30.8%	5.2%	4.8%	3.2%	0.6%	0.5%	0.1%

ACS, U.S. Census Bureau, 2020

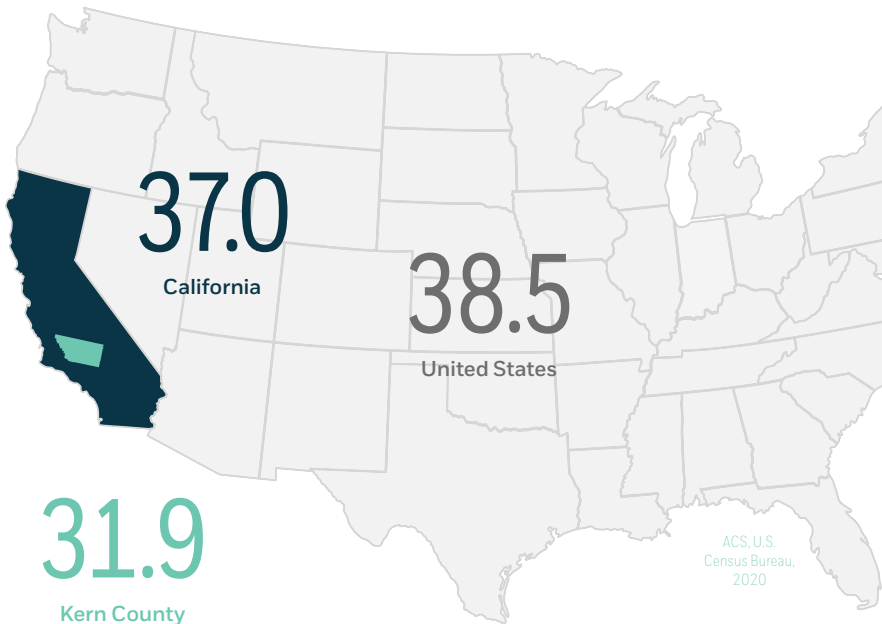
Percentages do not add up to 100% due to rounding and because individuals may identify themselves under more than one category

COMMUNITY POPULATION GROWTH FORECAST

COMMUNITY	ESTIMATE 1/1/2021	FORECAST 2022	FORECAST 2030	FORECAST 2040
Kern County	914,193	929, 851	1,019,221	1,127,871
Arvin	22,014	23,800	29,300	36,000
Bakersfield	397,392	443,500	566,000	719,500
California City	14,120	17,300	21,300	26,100
Delano	51,070	60,100	68,100	77,300
Maricopa	1,142	1,170	1,190	1,210
McFarland	14,044	14,600	16,800	19,300
Ridgecrest	29, 591	30,500	33,600	37,600
Shafter	20,448	23,700	33,100	47,300
Taft	7,142	10,900	12,800	15,300
Tehachapi	12,008	16,000	17,800	20,100
Wasco	26,815	31,200	38,100	47,500
Unincorporated	318,407	338,030	370,110	396,890

Estimates from State of California, Department of Finance. Projections compiled by Kern EDC.

MEDIAN AGE IN KERN COUNTY, CALIFORNIA, AND UNITED STATES



The Department of Finance predicts that the Bakersfield MSA will be the fastest growing among major metropolitan regions, projected to grow by 111% to 1.8 million in 2060.



Photo courtesy Gilbert Vega

The metro of Bakersfield is approximately 151 square miles and Kern County is over 8,100 square miles!



Photo Dean Drobot Shutterstock

Bakersfield is the #2 City to Get Out of Debt

In a 2019 study by SmartAsset, Bakersfield ranked as the No. 2 city among 524 to be one of the best cities to get out of debt due to its affordability and high-paying jobs.

THE SOUND OF
Adventure

THE SOUND OF
Entertainment

THE SOUND OF
Thrills

VISIT
BAKERSFIELD
.COM

THE SOUND OF *Something Better*

Healthcare

Used in Medical Supplies

Transportation & Logistics

Used as Fuels

Aerospace

Used in Plane Supplies

Energy

Provides Heating

Agriculture

Used in Farm Supplies

SENECA

RESOURCES

Working together to supply California's needs.

YourFutureOurFuture.com



GROUND  BOUNDLESS



KERN COUNTY'S CENTRALIZED

LOCATION is hard to beat when it comes to reaching West Coast destinations. Combine Kern's location with its reputation as one of the least-congested regions in the U.S., and the road ahead is a painless one!

Astounding Market Access
Access to 14% of the United States population within 300 miles!

CALIFORNIA DRIVE TIME FROM KERN COUNTY

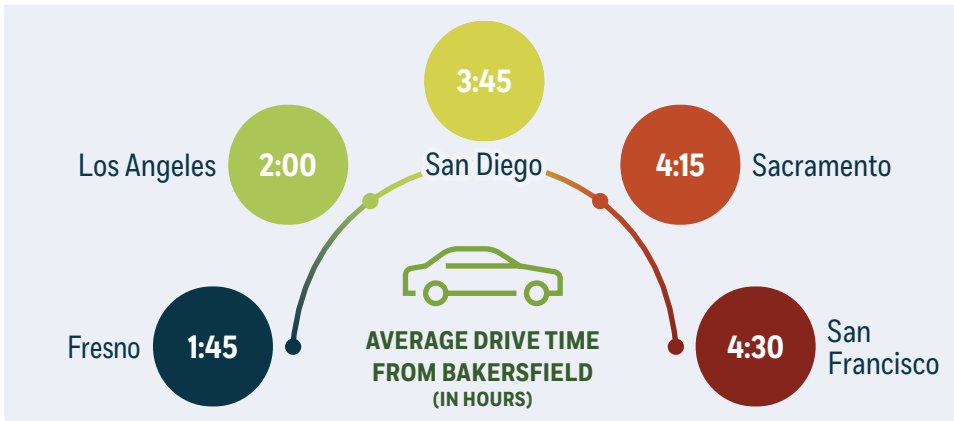


— BSNF Railroad — Union Pacific Railroad — Roads - - - Drive Time

U.S. DRIVE TIME FROM KERN COUNTY



— Roads - - - Drive Time



Brokerage Houses Specializing in Business

ASU COMMERCIAL
ASUCommercial.com

COLLIERS INTERNATIONAL
Colliers.com/en/United-States/Cities/
Bakersfield

**CUSHMAN & WAKEFIELD | PACIFIC
COMMERCIAL REALTY ADVISORS**
PACCRA.com



Photo courtesy Lengthwise Brewery



Photo courtesy Christine Young



Photo courtesy Buck Owens Private Foundation



Photo courtesy Kelly Verdeck



Photo courtesy Gilbert Vega



Photo courtesy Visit Bakersfield

Strategic Location

- California's population center
- Access to 14% of the U.S. population, within a 300-mile radius
- More than 40 million consumers within a 4-hour truck drive
- Proximity to the world's 5th-largest economy
- Access Interstate 5, Highway 99 North and South, Highway 46 West to the Central Coast, and Highway 58 East to Interstate 40

Business-friendly

- Streamlined permitting and plan check
- Job training and job search assistance provided by Kern County



***Takin' Care
of Business!***

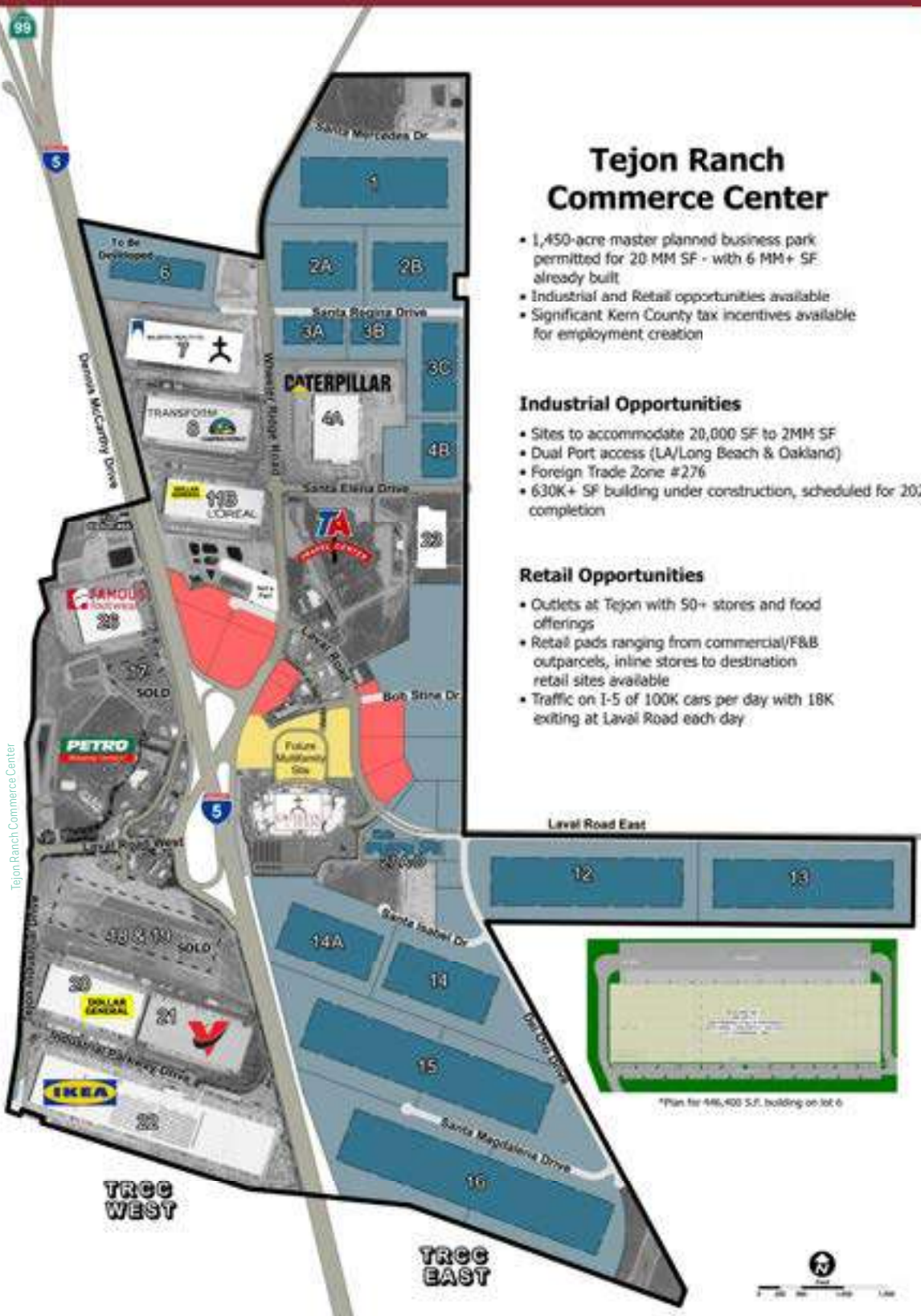
Available Land & Facilities

- Cost-competitive commercial real estate
- Class 1 rail from Union Pacific and BNSF
- Shortline SJVR

*Short permit and plan check,
typically measured in weeks and
months, not years*

Quality, Affordable Workforce

- Low employee turnover rates
- Employees enjoy the best wage-to-living standard ratio of any major logistics hub in the Western 13



Business Incentives

BUSINESSES LOOKING TO RELOCATE OR EXPAND IN KERN COUNTY can find a wide variety of incentives available. **Kern Economic Development Corporation** can direct businesses to select federal, state, and local economic incentives available to attract new jobs, investment, and development.



Kern County Business Recruitment & Job Growth Incentive Program

ENHANCEMENTS TO THE COUNTY'S INCENTIVE PROGRAM INCLUDE:

- The County eliminates all caps and special terms on potential sales tax, use tax, and property tax rebates, and adds transient occupancy tax rebates, setting the stage for opportunities for more meaningful, robust, and competitive incentive packages in pursuit of impactful business investment
- The County's incentive agreements prioritize sustained, full-time job creation, in addition to capital investment, at better-than-living wage rate for Kern County
- The County has also expanded the list of targeted industry clusters for these incentives, to include: carbon dioxide (CO₂) storage and biomass conversion.
- The initiative provides for maximum flexibility in pursuing opportunities with performance-based incentives requiring quantitative thresholds, tested for accountability
- New business ventures are reviewed on a case-by-case basis for overall net benefit and value added, with incentives tailored to meet County objectives

Contact Kern EDC for additional incentive program details or application forms

California Incentives

- **California Competes Tax Credit**
Criteria includes number of jobs to be created or retained, extent of property in business development area, minimum compensation limitation, and set job retention period
- **New Employment Credit**
Between August 2014 – January 2026
- **Research & Development Tax Credit**
Reduces income or franchise tax
- **Sales & Use Tax Exemption for Agriculture**
Tax exemption for the sale, storage, use, or other consumption of farm equipment and machinery
- **Sales & Use Tax Exemption for Manufacturing**
Tax exemption of 3.9375% for basic manufacturing equipment

Opportunity Zones

- Opportunity Zones are census tracts that are economically distressed communities where new investments may, under certain conditions, be eligible for preferential federal tax treatment or preferential consideration for federal grants and programs



Photo courtesy Visit Bakersfield



Photo courtesy Bartek Szwedzki | Shutterstock

Foreign Trade Zone 276

- Tejon Ranch Commerce Center

Recycling Market Development Zone

- Low interest loans and assistance for manufacturers using recycled materials

Workforce

- **Employment Training Panel (ETP)**
Funds offsetting cost of training
- **America's Job Center Workforce Investment Act (WIA)**
Free assistance, customized recruitment plans, positions advertising, qualifying applicants, and hiring



Photo courtesy The Bakersfield Californian

MARKETBEAT

Bakersfield Industrial Snapshot

Mid-Year 2021



CUSHMAN &
WAKEFIELD

PACIFIC
COMMERCIAL REALTY ADVISORS

Economy

The first half of 2021 was marked, locally at least, by a continual quest for the supply side of nearly everything, from construction materials to the labor to put it all together.

As a nation, we also seemed to be in short supply of optimism. Our national politics has proven very divisive, particularly since the summer of 2020. Any hope of improvement in the wake of the fall elections hasn't quite materialized. Instead, we got lots of uncertainty and confusion—mostly around the battle to contain COVID-19. While the hoped-for vaccines arrived, they have failed to control the virus. We now know they don't prevent COVID, but they do appear to lessen severity. The Delta variant now adds to our woes, and cases spiked anew. Still, we struggle to return to some semblance of normalcy. People now wonder: Was the Black Swan event of 2020 COVID-19? Or the government's reaction to it?

Statistically, 2020 ended with a 4Q20 GDP annualized growth rate of a solid 4.0% after a wild ride from the 2Q20 "shrink" rate of -31.4% to a 3Q20 "boom" rate of 33.4%. 2021's first and second quarters performed well enough—annualized rates of 6.3% and 6.7% respectively—but we cannot help but wonder what might have been. The unemployment rate was respectable—6.0% at the end of 1Q21 and 5.4% at the end of 2Q21—but we also know there has been a constant need for more labor. Demand for labor was nearly twice the number of unemployed throughout the first half of 2021—everywhere. As reasons go, everyone except our political leadership pointed to the rather robust unemployment benefits offered on both the federal and state levels. Many felt the government was paying people more not to work than employment offered for working.

Market Overview

Through it all, Bakersfield's economic performance continued. Major transportation projects march toward completion, with the kingpin—the Centennial Corridor—still scheduled for delivery in 2023. Recall, this project provides the ability of uninterrupted flow of the east-west Hwy 58.

As to transactions, 18 building sales occurred in the first half of 2021, totaling 732,622sf—an average of 40,701sf per sale, averaging \$75.48/sf. 109 lease transactions occurred, totaling 2,067,985sf—an average deal size of 18,972sf—at an average rent of 69¢/sf/mo.

Vacancy has been consistently less than 3% since year-end 2018, and the last time it was over 5% was year-end 2017. Flat-out, we need more product. And we see it coming.

Wonderful Industrial Park began construction on its third million-sf spec distribution space in 2Q21 (after leasing its first two to Ross Dress For Less and Amazon, respectively). Tejon Ranch Commerce Center began its third spec distribution building, this one 629,274sf (after building and leasing a 559,060sf'r and a 480,000sf'r). Meanwhile, our Airport submarket saw the most activity—both in the creation of building space and finished

lots on which to construct future building space. Silver Wings Commerce Center is completing off-sites and began a small-building spec program and sold three of the four industrial lots they are willing to sell. Two other Airport locations promise more lots—a 105-acre site we call Airport Commerce Center South, and an 80-acre subdivision started in 1Q21 by local building Dan Proffitt. Meanwhile, the 65-acre Landings Logistics Center still awaits its EIR. Long-time local developers Willy Reyneveld and Sheldon Appel have spec product coming as well—40,000sf and 48,000sf in Reyneveld's case and 80,000sf in Appel's. Reyneveld is also awaiting permits to construct off-sites on an 84-acre industrial site; he'll be creating a much-needed 1-to-5 acre parcels.

Outlook

Outlooks are still tricky owing to the effects of the pandemic. Now we are seeing supply chain interruptions and the arrival of more and more manufacturing requirements. The three trends we reported to expect in our 2020 mid-year report have arrived. Again, they are:

- *Re-shoring of manufacturing from China.* We expect a high percentage of these to land in secondary and tertiary markets for cost reasons (the very reason they were in China in the first place). Our local economic development arm reports a consistent 75+% of their requirements over the last year to be manufacturing needs.
- *Adding redundancy to the supply chain.* What some call "shock-proofing" the supply chain. The just-in-time model has not held up well during the pandemic. Estimates call for an addition to America's warehouse stock of some 10% because of this; Bakersfield will get its share—as we have now seen.
- *Population shifts away from the major metro areas.* A deteriorating quality of life (increased homelessness and open drug use) has been developing for a decade, and the recent riots and calls to defund police forces have pushed people over the edge. In addition, COVID-inspired work-from-home models proved employees can work effectively from home. Currently, at least half of the active homebuyers in Bakersfield are coming from Los Angeles. Indeed, our home prices have now reached record levels.

Despite our pandemic-induced challenges, we are overcoming, and we expect a robust future in the greater Bakersfield industrial market.

STATS ON THE GO

	Q2 2020	Q4 2020	Q2 2021	12 month Forecast
Overall Vacancy	2.3%	2.3%	2.6%	▲
Overall Rents	\$0.66	\$0.62	\$0.69	▲
Overall Sales Prices	\$112.33	\$117.91	\$75.48	▲

Cushman & Wakefield | Pacific
5060 California Avenue, Suite 1000
Bakersfield, CA 93309
pacra.com
CA Lic. #01919464

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BUILDING Something Better



The Greater Bakersfield Chamber has been the leading voice for our local business community since 1920. From training resources to networking, advocacy and more, we're helping cultivate inclusive growth, deep prosperity and economic vitality across the Bakersfield-Kern Region.



Call 661-327-4421 or visit bakochamber.com to become a member today.

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Kern's Top Five Target Industries

TARGET INDUSTRIES ARE GROUPS OR CLUSTERS

OF RELATED BUSINESSES which export products and services from the county, bringing in new net revenue. Kern County's Economic Development Strategy outlines six industry clusters of focus. The **County Administrative Office** promotes the \$1.6 billion Tourism, Recreation, and Entertainment cluster, while **Kern Economic Development Corporation** recruits and works to retain and expand businesses in the other five:



Aerospace & Defense

The **Spaceship Company**, **Naval Air Weapons Station**, **China Lake**, **Virgin Galactic**, **Edwards Air Force Base**, and the **Mojave Air and Space Port at Ruten Field** are just a few of the globally recognized names in aerospace and defense. Kern County is at the heart of California's military and defense presence and the industry contributes significantly to the state's economy and workforce.



Energy & Natural Resources

With national rankings for both traditional energy (oil and gas) and renewables (wind and solar), Kern County is the leading energy provider for California and is connected to the strongest players in the global energy industry. Additionally, Kern County is a leading producer of natural gas, hydro-electric power, geothermal, and is noted for its mineral wealth, including gold, borate, and kernite.



Healthcare Services

Always two steps ahead, Kern County's growing number of healthcare providers are investing in cutting-edge technology and offering the latest treatment options. With over 900,000 residents living in Kern, and over 390,000 in Bakersfield alone, demand for highly skilled and innovative healthcare facilities and personnel continues to increase.



Transportation, Logistics & Advanced Manufacturing

Kern County's transportation, logistics and advanced manufacturing industry is strongly united with oil and agriculture, which continue to be the region's strongest assets. Workers within these industries offer a transferability of skill sets. With ideal geographic location in California, the area is home to over 50 major distribution centers such as **Amazon**, **Caterpillar**, **Famous Footwear**, **IKEA**, **L'Oréal**, **Nestlé**, **Ross**, **Target**, **Walmart**, and *many more*.



Value-Added Agriculture

From grapes to dairies, Kern County's agriculture products feed communities around the world and strengthen the local, state, and national economy. As the No. 2 producer of goods in the nation, the agriculture industry employs up to 20 percent of its workforce.

Kern County Powers, Feeds, and Defends the World!





The Sound of Something *Better*

Our story springs forth from the giving California ground, told in our farms and fields for countless decades. From citrus and nuts to petroleum and natural gas, our stretch of the Central Valley has fed and fueled booms in population and urbanization throughout the state and the country.

Our city holds the opportunities to rival those along the coasts, paired with price tags that don't cause sticker shock. It is the rare place in California where we still have it all, except for shared apartments and hours-long traffic.

...Listen to the sound of something BETTER here, in Bakersfield.



GROWING BAKERSFIELD

9th

At 397,392 total residents, is the ninth-largest city in California

60

Percentage the population has grown over the last 21 years

100+

More than 100% increase in out-of-town homebuyers since 2016

55,972

Residents added in the last year, the seventh-fastest growing City in the state

Economic & Community Development Department

Paul M. Saldaña, Director

Site selection: PickBakersfield.com

Tourism: VisitBakersfield.com

661-326-3765

edcd@bakersfieldcity.us



BAKERSFIELD

THE SOUND OF SOMETHING BETTER

The Future is Now

EAST KERN COUNTY IS HOME TO SOME OF THE MOST INNOVATIVE AND SPECIALIZED TECHNOLOGIES IN THE WORLD. The region's aerospace programs stand at the forefront of an industry gaining international recognition for space tourism and the first-ever privately funded spaceflight. Additionally, the region's defense and advanced weapons development are supported by two military installations.

There are over 20,000 aerospace jobs in Kern County. These high-wage full-time jobs have staying power thanks to vast open land, lack of development encroachment, proximity to Los Angeles, and higher education levels per capita in East Kern than in most other regions in the country.

EAST KERN ECONOMIC ALLIANCE

Established in 2009 by the **Kern Economic Development Foundation**, the **East Kern Economic Alliance (EKEA)** represents community and business leaders from East Kern that work to foster economic development collaborations within the region.

STRATOLAUNCH

In April 2020, the **Stratolaunch Roc**, a six-engine jet with the world's longest (385 feet) wingspan, took off from the **Mojave Air & Space Port at Rutan Field**. The company plans to use the plane to air launch hypersonic (Mach 5 or above) flight research vehicles.

VIRGIN ORBIT

In June 2021, **Virgin Orbit** launched seven satellites into orbit, marking its first commercial mission. The modified Boeing 747 carrier plane, called **Cosmic Girl**, took off from the **Mojave Air & Space Port at Rutan Field**.

BOOM SUPERSONIC

Boom Supersonic, the aerospace company building the world's fastest airliner, is partnering with **Flight Research, Inc.** at the **Mojave Air & Space Port at Rutan Field** to perform flight test work in the supersonic corridor. The **XB-1** is the world's first independently developed supersonic jet.

Aerospace & Defense



Kern's aerospace and defense employment is four times the national average.



Two military installations: the Naval Air Warfare Center Weapons Division at China Lake and Edwards Air Force Base.



Home to Mojave Air & Space Port at Rutan Field, one of the country's ten space launch complexes, where more than 70+ companies and 2,500 employees are located



China Lake represents 38% of the Navy's land holdings worldwide, and 85% of the Navy's land for research, development, tests, and evaluations use.



Edwards AFB covers roughly 470 sq. mi. in the western portion of the Mojave Desert where it focuses on developing airmen, technology-to-warfighting and integrating operations.

NAWS has been awarded more than 1,600 patents and 50-plus world "firsts."

Edwards Air Force Base

Edwards Air Force Base has an annual economic impact of \$2.27 billion. The base creates approximately 10,507 jobs for the region, with an annual payroll of \$608 million.

**ACTIVE DUTY 1,954 RESERVE 31 CIVILIAN 7,143
TOTAL PERSONNEL & DEPENDENTS 11,130**

Naval Air Weapons Station China Lake

Naval Air Weapons Station China Lake (NAWS)'s economic impact is \$1.2 billion, with a direct employment of 5,850 and a total payroll of \$503 million. The multi-billion-dollar earthquake rebuild and renovation project for NAWS China Lake began in Fall 2020, with as many as 1,500 workers expected at the peak of construction.

**DIRECT EMPLOYMENT 5,850 MILITARY 750
CIVILIAN 5,100**

Mojave Air & Space Port at Rutan Field

Mojave Air & Space Port at Rutan Field in Mojave has seen dramatic growth due to increased demand within both the private and government sectors.

EMPLOYEES 2,500+ COMPANIES 70+

NASA Armstrong Flight Research Center

NASA's Armstrong Flight Research Center is NASA's home for high-risk flight research, advancing technologies for both air and space flight. With nearly 1,200 employees and a \$308 million budget, **NASA Armstrong** is contributing to our region's economic strength and diversity every day.

There are over 20,000 aerospace jobs in Kern County.



KERN HEALTH SYSTEMS

Being local, Kern Health Systems is uniquely positioned to understand the medical care needs of our members. With the cooperation of local physicians, community hospitals and other caregivers, we are able to deliver high quality, personalized health care to Kern Family Health Care members.



Caring for you!



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Energy & Natural Resources

Fueling the Nation

KERN IS NO. 7 OIL-PRODUCING COUNTY IN THE NATION, yielding 103 million barrels of oil and 124 million CF of gas annually, according to the 2020 **Drilling Edge** data. These amounts represent 71% of California's total oil production.

Kern County produces 282,000 barrels of oil daily.

KERN COUNTY'S OIL & GAS INDUSTRY MAKES SIGNIFICANT ANNUAL FISCAL CONTRIBUTIONS (FY 2018-2019) TO THE REGION:

- **\$197 million** in property tax revenue, including:
 - **\$80.5 million** for the County of Kern
 - **\$103.6 million** for school districts
 - **\$12.2 million** for special districts
 - **\$0.6 million** for incorporated cities

Kern County Assessor's Office; Kern County Auditor-Controller's Office; TNDG

Oil & Gas Jobs Annually Contribute \$10 Billion to Kern's Economy, 21% of Kern's Total Output



JobsEQ® 2021.2Q

Petroleum in Your Everyday Life!



\$80,835
Average Annual Wage
for Oil & Gas in Kern

VS.

\$53,285
Average Annual Wage
for All Industries in Kern



A California-based company that knows a thing or two about producing oil and gas to fuel the hustle and bustle of today, while innovating for tomorrow's clean energy future.



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A-C Electric Company



8th largest electrical contractor in California*

*ranked by Engineering News Record, 2021

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Energy & Natural Resources

Photo courtesy Visit Tehachapi

More than \$60 billion has been invested in the county's renewable energy projects, creating over 8,500 construction jobs and 1,500 operational jobs.

Terra-Gen & Mortenson to Build the Largest Solar & Battery Storage System in World

Renewable energy developer **Terra-Gen** has partnered with construction firm **Mortenson** to build the world's largest standalone solar-plus-storage project to date. Called the **Edwards & Sanborn** energy project, it consists of 1,118MW of solar and 2,165MWh of energy storage in Kern County. It will utilize more than 2.5 million solar and more than 110,000 lithium-ion battery modules.

Rio Tinto Set to Become the Nation's Largest Lithium Producer

Rio Tinto recently announced that it had found a potentially large source of lithium for electric car batteries describing it as a "eureka moment" for the company. The company will build a pilot plant that will produce an estimated 10 tons of lithium-carbonate per year.

KERN COUNTY IS THE LEADING RENEWABLE ENERGY CENTER IN THE UNITED STATES and is home to the nation's largest wind and solar plants. Current projects produce over 17,000 MWs of energy in the region.

More than \$60 billion has been invested in the county's renewable energy projects, creating over 8,500 construction jobs and 1,500 operational jobs.

Kern County: A Top Solar & Wind Region

KERN BOASTS THE UNITED STATE'S LARGEST WIND FARM & SECOND-LARGEST SOLAR FACILITY

Alta Wind Energy Center and BHE Renewables' Solar Star Project

KERN WAS RECENTLY NAMED THE WIND CAPITAL OF THE ENTIRE WORLD!

The region has a total wind power capacity of 4 gigawatts and more turbines than the entire northeastern region of the U.S.

KERN COUNTY IS HOME TO THE WORLD'S LARGEST BORAX MINE

Rio Tinto Minerals, Boron Operations produces nearly half of the world's borates.

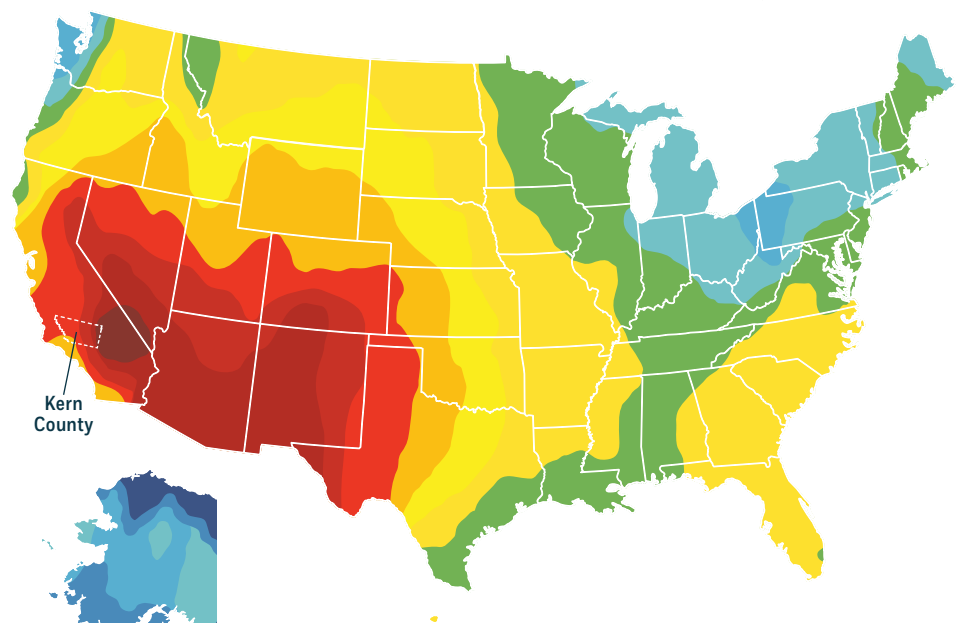
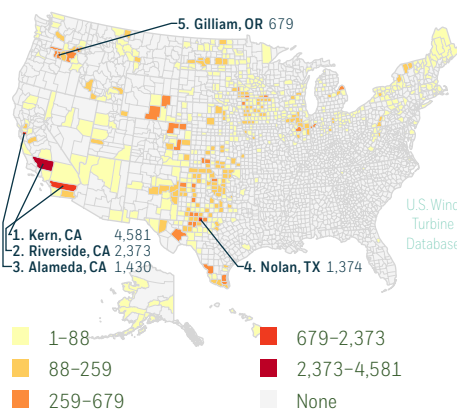
ONE OF TWO PRECIOUS METAL MINES IN CALIFORNIA IS IN KERN COUNTY

Golden Queen Mining Company in Mojave, CA

Kern receives some of the best solar radiation in the nation, generating 6,500-7,500 Whr/m² per day!

Wind Country

NUMBER OF COMMERCIAL WIND TURBINES IN THE UNITED STATES, BY COUNTY, 2018



PHOTOVOLTAIC SOLAR RESOURCE OF THE U.S.



National Renewable Energy Laboratory for the United States Department of Energy, 2008

Sentinel Peak Resources is a California Oil and Gas Company. We are committed to long-term sustainability, operational excellence, and serving as a steward of the environment.

Sentinel Peak Resources invests in its people, communities, and enterprise. We put into action initiatives to reduce the environmental impact of our operations while operating safely and with integrity.

SENTINEL PEAK RESOURCES
Building For The Future

www.SentinelPeakResources.com

Committed to Kern's Energy Future

8minute has built over 500 megawatts of solar energy in Kern County, with several more gigawatts in development.

We're committed to working with our partners and peers in Kern to expand the county's energy leadership and create long-lasting economic growth.

8minute.com

8minute
SOLAR ENERGY

California Made Energy

bry.com

 **bry**
BERRY CORPORATION

LEEWARD RENEWABLE ENERGY IS PROUD TO SUPPORT KERN COUNTY BY PROVIDING JOBS & CLEAN AFFORDABLE SOLAR ELECTRICITY

 **LEEWARD**
renewable energy

LEEWARDENERGY.COM



Adventist Health Bakersfield's AIS Cancer Center

This 60,000-square-foot facility in Bakersfield is affiliated with the UC Davis Comprehensive Cancer Center and offers a comprehensive option for cancer diagnosis and treatment all under one roof.

Adventist Health Tehachapi Valley Hospital

Adventist Health opened the Adventist Health Tehachapi Valley Hospital in November 2018. The modern and state-of-the-art building offers services such as an OB-GYN center, ICU, acute care patient rooms, X-ray, surgery, and other patient areas.

Adventist Health

In June 2021, Adventist Health announced that they were preparing to expand their footprint across Kern County. Among those plans were building an ambulatory care facility at the Bakersfield Commons location within 3 years, with a hospital planned within seven years. In addition to the Bakersfield Commons project, Adventist Health plans to add a third patient care tower to their Adventist Health Bakersfield location. This will include patient care space, emergency rooms, operating space, as well as maternal and childcare facilities.

Centre for Neuro Skills®

Provides post-acute traumatic brain injury (TBI) rehabilitation. They provide in-patient rehabilitation, pediatric and adolescent rehabilitation, assisted living services, and many other programs. Hundreds of patients come to CNS each year from around the country and the world.

Comprehensive Blood & Cancer Center

CBCC is the largest private cancer center on the West Coast, and they conduct Phase 1, 2, and 3 medical research in partnership with UCLA and pharmaceutical companies. CBCC is the only provider in Kern County offering PSMA-PET Scan.

Dignity Health's Lauren Small Children's Medical Center at Bakersfield Memorial Hospital

The first comprehensive pediatric program in Kern County includes a 31-bed Level II Neonatal Intensive Care Unit, an eight-bed Pediatric Intensive Care Unit, and a 35-bed Pediatric Unit with 24/7 in-house pediatricians.

Encompass Health Rehabilitation Hospital of Bakersfield

Offers comprehensive inpatient and outpatient rehabilitation services. Of all the hospitals in

the United States system, Encompass Health Rehabilitation Hospital of Bakersfield is consistently ranked in the top 10 in the U.S.

Sarvanand Heart and Brain Center at Memorial Hospital

Offers a range of cardiovascular services and technology such as the Bi-plane International Suite to perform heart procedures, treat stroke-causing clots and blockages, and many other lifesaving procedures. The hospital recently added a new cath lab where high-risk patients have access to minimally invasive techniques (transcatheter) for aortic valve replacement.

Mercy Hospital Southwest

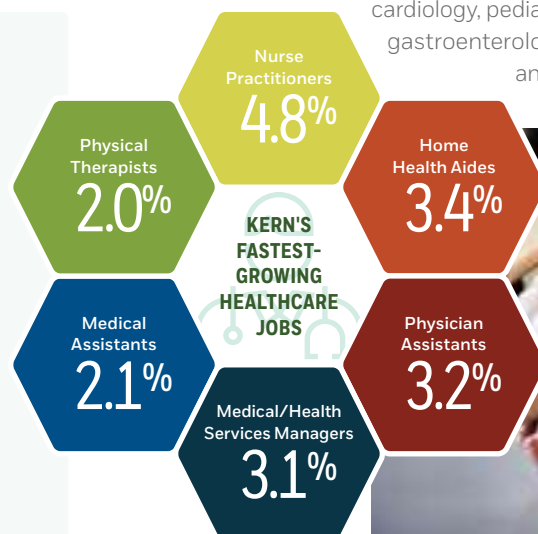
The new \$350 million tower at Mercy Hospital Southwest is currently under construction. The new facility will add 106-beds, including 24 new ICU beds and 18 neonatal intensive care beds, an expanded emergency room and new cardiac catheterization labs.

Valley Children's Eagle Oaks Specialty Care Center

Valley Children's Healthcare provides pediatric specialty and primary care to Kern County families. Eagle Oaks Specialty Care Center in Bakersfield is a state-of-the-art center providing outpatient care to kids in several specialties, including pediatric cardiology, pediatric orthopaedics, pediatric gastroenterology, pediatric pulmonology, and pediatric urgent care.

Kern's Top 10 Healthcare Providers

- | | |
|-----------------------------------------------------------|---------------------------------------------------------------|
| 1. Dignity Health
3,541 Employees | 6. Omni Family Health
672 Employees |
| 2. Kern Medical
2,406 Employees | 7. Adventist Health Delano
554 Employees |
| 3. Adventist Health Bakersfield
1,929 Employees | 8. Bakersfield Heart Hospital
489 Employees |
| 4. Kaiser Permanente
1,000 Employees | 9. Bakersfield Family Medical Center
390 Employees |
| 5. Ridgecrest Regional Hospital
882 Employees | 10. Adventist Health Tehachapi Valley
308 Employees |



JobsEQ® 2021 Q3

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Kern County's Shovel-Ready Sites and Accessible Workforce

THE REGION IS HOME TO 50+ distribution centers and employs over 25,000 people in the transportation, logistics and manufacturing industries with average annual wages of over \$57,000.

Kern is the location with the lowest shipping cost and carbon footprint for facilities designed to ship to consumers statewide.



KEY TRANSPORTATION INFRASTRUCTURE ACCESS

Including the Ports of Long Beach/L.A. and Oakland, and the major N-S and E-W highways and interstates in California.



STRENGTHS

Facilities support, specialized freight, trucking and logistics services for road and rail, rental, leasing, equipment repair, and wholesale trade.



EMPLOYMENT

Extremely low (single-digit) employee turnover rate at most of its centers and complementary workforce development programs.



DRIVE-TIME

Within a four-hour drive from 90% of the state's population.

JobsEQ® 2018 Q3

Transportation and Logistics

70m

Customers within 2-Day Turnaround



BSNF Railway & Union Pacific Railroads



FedEx and UPS Ground Hubs in Bakersfield

4hr
DRIVE

PORTS OF
San Francisco
Oakland

2hr
DRIVE

PORTS OF
Long Beach
Los Angeles



ACCESS TO

LAX Los Angeles
SFO San Francisco
OAK Oakland

ONT Ontario
SCLA So. CA Logistics
BFL Meadows Field

Geographic Population Center of CA
(40 Million People)

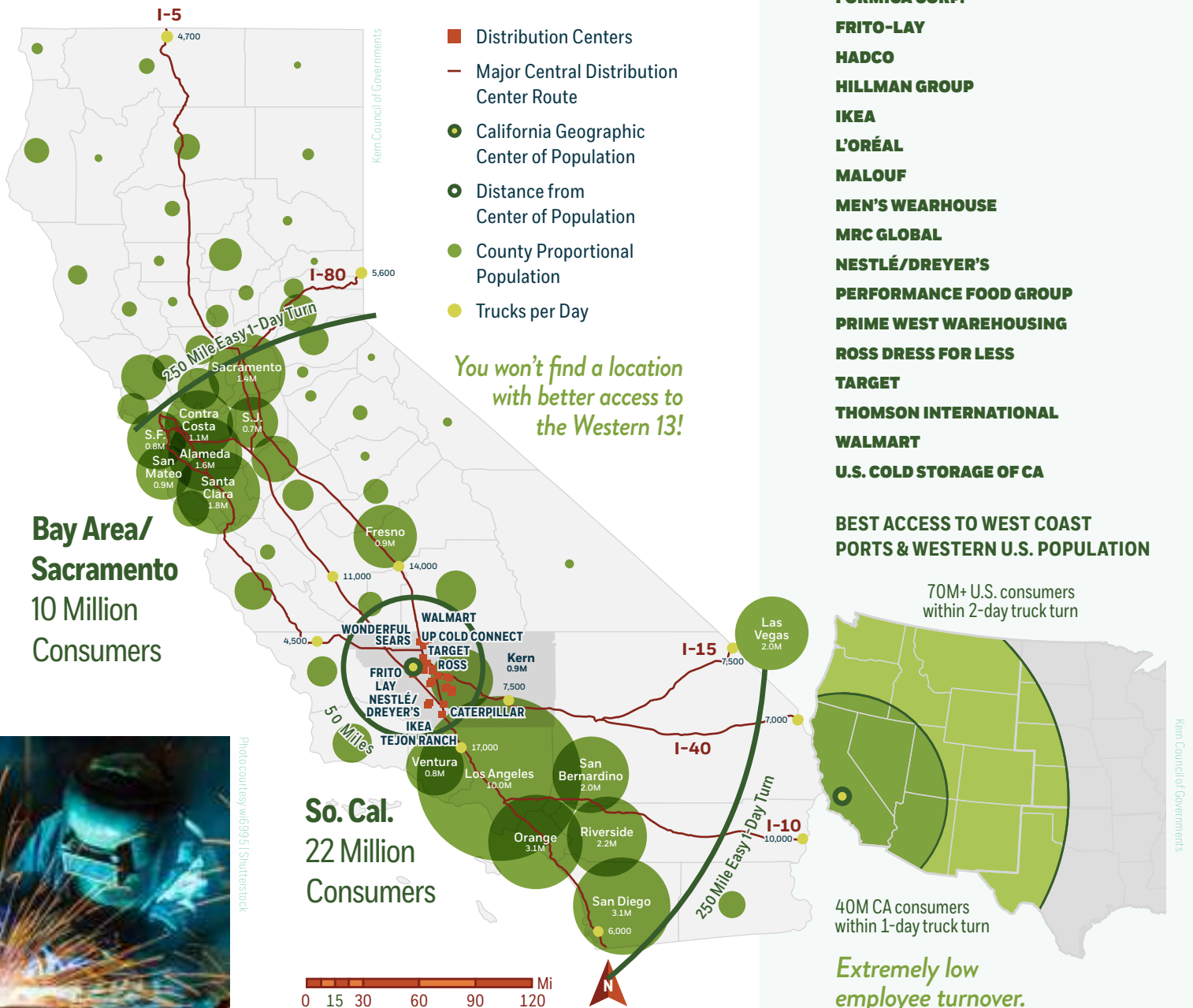
40m



California's Logistics & Distribution Hub

Over 50 Distribution Centers in Kern County

The geographic center of California's weighted population is located in Kern County—meaning that the region is the ideal strategic location for logistics operations. It also boasts the lowest shipping costs and carbon footprint for facilities designed to ship to consumers on the West Coast.



Top Ag Employers

BOLTHOUSE FARMS INC
GIUMARRA VINEYARDS
GRIMMWAY FARMS
SUN PACIFIC
TASTEFUL SELECTIONS
WONDERFUL ORCHARDS
WONDERFUL
PISTACHIOS & ALMONDS

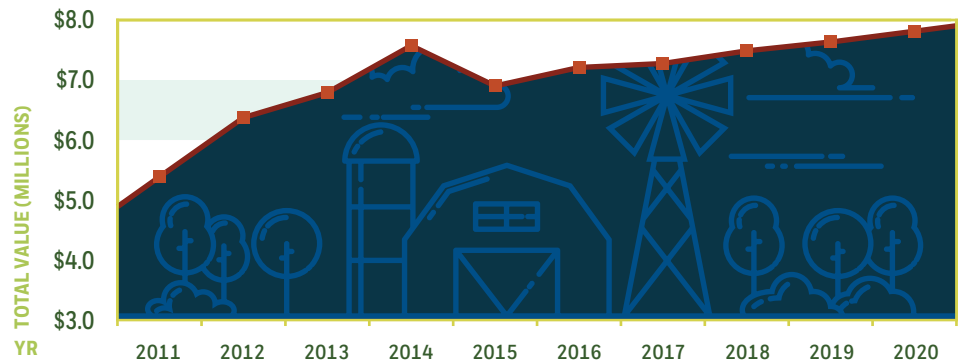
Kern Agriculture Production Ranks #2 in the U.S.

THANKS TO FERTILE SOILS AND ONE OF THE BEST CLIMATES IN THE WORLD FOR FRUIT AND VEGETABLE PRODUCTION, Kern County is the number two ag producer in the United States! The value-added agriculture is a strong economic driver for the local economy. In 2020, the gross value of all agricultural commodities produced in Kern County was over \$7.6 billion. Almonds, grapes, citrus, pistachios, and milk alone account for 72% of agriculture's value, generating more than \$5.5 billion



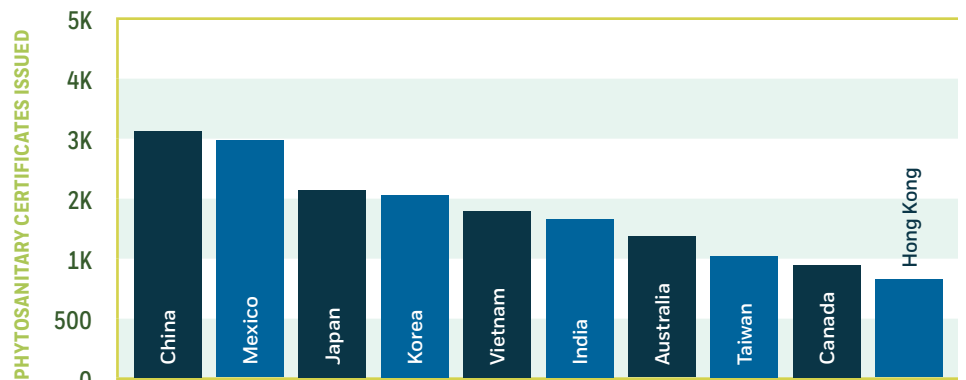
Photo courtesy Tony Moreno

10-YEAR KERN AGRICULTURAL CROP VALUE COMPARISON (2011-2020)



2020 Kern County Agricultural Crop Report

TOP 10 DESTINATION COUNTRIES FOR KERN AG EXPORTS (2020)



2020 Kern County Agricultural Crop Report

Note: Destination countries ranked by number of Phytosanitary Certificates issued; does not equate to a specific value.

TOP 10 COMMODITIES IN KERN COUNTY

#	COMMODITY	VALUE (M)
1.	Grapes, All	\$1,453
2.	Citrus, Fresh & Processing	\$1,303
3.	Almonds, Inc. By-products	\$1,144
4.	Pistachios	\$944
5.	Milk, Market & Manufacturing	\$662
6.	Carrots, Fresh & Processing	\$464
7.	Cattle & Calves	\$248
8.	Pomegranates	\$125
9.	Potatoes	\$113
10.	Apiary	\$106

2020 Kern County Agricultural Crop Report



Kern County provides the nation's food supply and more! Exports are booming in Kern with nuts and fruits capturing world markets!

Photo: Benish Nemin/Shutterstock

TOP 10 COMMODITIES EXPORTED FROM KERN COUNTY

1. Grapes	2. Almonds	3. Pistachios	4. Oranges	5. Potatoes
6. Carrots	7. Cotton	8. Lemons	9. Tangelos	10. Other Citrus

2020 Kern County Agricultural Crop Report



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And attract.**



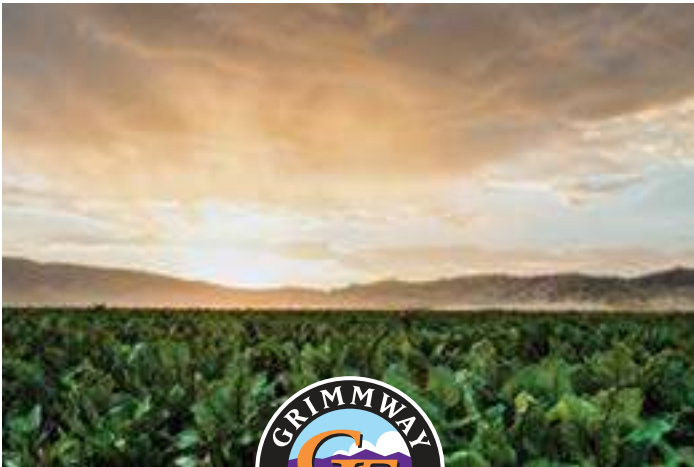
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Photo courtesy The Bakersfield Californian



CALIFORNIA STATE UNIVERSITY BAKERSFIELD

California State University, Bakersfield (CSUB) is home to the Roadrunners—moving forward at lightning speed and championing intellectual progress. **CSUB** continuously rises in national rankings for its economic value and commitment to student success. Its students are brilliant and increasingly diverse—with the majority of graduates remaining in the Valley to solve our region's complex challenges.

The university offers 57 undergraduate and graduate programs. In addition, **CSUB Extended Education** offers a number of professional development opportunities, certificates and degree programs to the community.



Photo courtesy Cerro Coso Community College

BAKERSFIELD COLLEGE

Established in 1913, **Bakersfield College (BC)** is

one of the nation's oldest continually operating community colleges, offering hundreds of degrees and certificates across disciplines and career fields. **BC's** students are diverse and represent the communities we serve across Bakersfield and in local surrounding rural communities including Delano, Arvin, Shafter, Lamont, McFarland, and more, with **BC** holding designation as a *Hispanic Serving Institution*. **BC** is one of only 15 community colleges in California to offer a baccalaureate program with **BC's** being a Bachelor of Applied Sciences in Industrial Automation.

Through its **Early College** program, **BC** also offers high school students the opportunity to complete certificates, degrees, and/or earn college credits by the time they graduate high school.

California State University, Bakersfield ranked #3 for the upward mobility of its students by the Equality of Opportunity Project.



Faced with many challenges, **Cerro Coso** emerged stronger and more resilient. 21 of 56 benchmarks of the college's strategic objectives were met or exceeded. Seven new career technical education programs

were added, and another was revised to meet industry needs. Police Officers Standards and Training (P.O.S.T.) academies returned. The Tehachapi Campus' total course enrollments grew 81.6%. Certificate and degree awards rose from 837 to 866, a 3.5% increase. Over a five-year period, **Cerro Coso** has seen an increase of nearly 82%.



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- **Taft College** contributed \$42.9 million to Western Kern County's economy.
- **Taft College** contributed the equivalent of 2.4% of the Gross Regional Product (GRP).
- For every \$1.00 that students invest in **Taft College**, they will receive \$5.10 in higher future earnings, generating a 17.3% rate of return.

K-12 BREAKDOWN (2020-2021)

Total Enrollment (K-12)	198,910
School Districts	48
Average Class Size	25
Elementary Schools	160
Middle/Junior High Schools	44
High Schools	34
Charter Schools	15

EdData.org, 2020-2021

HIGHEST EDUCATION ATTAINED

HIGHEST EDUCATION ATTAINED	KERN
No Diploma	25.5%
High School Graduate	28.6%
Some College, No Degree	22.5%
Associate's Degree	7.6%
Bachelor's Degree	10.7%
Graduate or Professional Degree	5.1%

JobsECN 2020

ANNUAL EARNINGS

HIGHEST EDUCATION ATTAINED	KERN	BAKERSFIELD
No Diploma	\$22,748	\$23,197
High School Graduate	\$27,865	\$32,245
Some College or Associate's Degree	\$38,141	\$37,389
Bachelor's Degree	\$61,372	\$62,262
Graduate or Professional Degree	\$90,536	\$86,641

2019 American Community Survey 1-Year Estimates



Photo courtesy Taft College



Photo courtesy Bakersfield College

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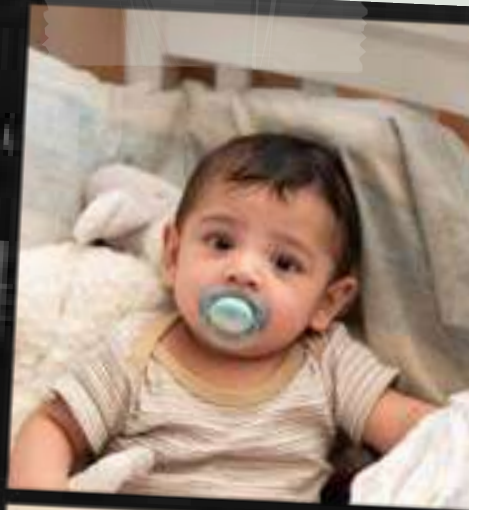
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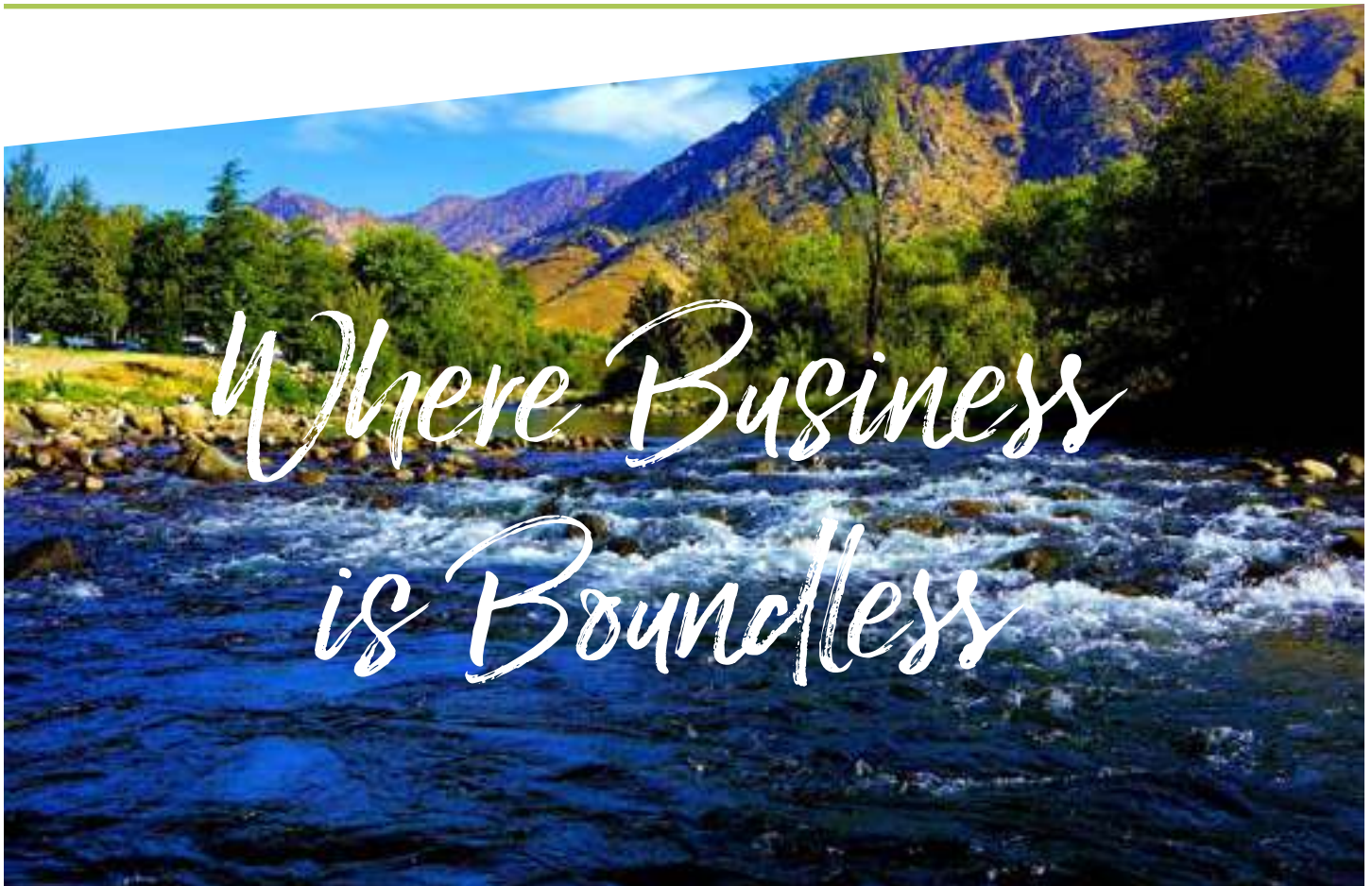



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Real Estate - Developers,
Investors, Property Owners

CBCC - COMPREHENSIVE BLOOD & CANCER CENTER

Healthcare Providers

CHARTER COMMUNICATIONS

Global Communications

CHEVRON

Energy Producers - Oil, Gas,
Cogeneration, Wind & Solar

CHICAGO TITLE COMPANY

Title / Escrow Companies

CITY OF ARVIN

Government Agencies -
City / County

CITY OF BAKERSFIELD

Government Agencies -
City / County

CITY OF CALIFORNIA CITY

Government Agencies -
City / County

CITY OF McFARLAND

Government Agencies -
City / County

CITY OF RIDGECREST

Government Agencies -
City / County

CITY OF SHAFTER

Government Agencies -
City / County

CITY OF TAFT

Government Agencies -
City / County

CITY OF TEHACHAPI

Government Agencies -
City / County

CITY OF WASCO

Government Agencies -
City / County

**CLEAN HARBORS
BUTTONWILLOW, LLC**

Waste Processing

CLEARWAY ENERGY GROUP

Energy Produce- Oil, Gas,
Cogeneration, Wind, and Solar

**COLATRUGLIO WEALTH
MANAGEMENT GROUP**

Banks / Credit Unions /
Financial Institutions

**COLDWELL BANKER,
PREFERRED REALTORS®**

Real Estate – Residential

COLLIERS INTERNATIONAL

Real Estate – Commercial

**COLOMBO CONSTRUCTION
COMPANY**

Construction

**CONTINENTAL LABOR
& STAFFING RESOURCES**

Employment / Training /
Recruitment Services

**COURTYARD & SPRINGHILL
SUITES BY MARRIOTT**

Hotels

COVENANT COFFEE

Non-Profit Organizations

**CUSHMAN & WAKEFIELD |
PACIFIC COMMERCIAL
REALTY ADVISORS**

Real Estate – Commercial

D**DANIELLS PHILLIPS
VAUGHAN & BOCK**

Accounting Firms

DeWALT CORPORATION

Engineering Firms

**DIGNITY HEALTH
BAKERSFIELD, BAKERSFIELD
MEMORIAL HOSPITAL**

Healthcare Providers

**DIGNITY HEALTH
MANAGEMENT SERVICES**

Healthcare Providers

**DIGNITY HEALTH MERCY
HOSPITALS OF BAKERSFIELD**

Healthcare Providers

DPSI, INC

Engineering

E**E&B NATURAL RESOURCES
MANAGEMENT**

Energy Producers – Oil, Gas,
Cogeneration, Wind & Solar

eMEDIA

Advertising Agencies

F**FARM CREDIT WEST**

Banks / Credit Unions /
Financial Institutions

**FIRST SOLUTIONS
INSURANCE SERVICES**

Insurance

G**GIUMARRA VINEYARDS
CORPORATION**

Agriculture / Food Processing

**GOLDEN EMPIRE
TRANSIT DISTRICT**

Transportation

**GOLDEN QUEEN MINING
COMPANY, LLC**

Mineral Mining

**GOODWILL INDUSTRIES OF
SOUTH CENTRAL CALIFORNIA**

Non - Profit Organizations

**GRANITE CONSTRUCTION
COMPANY**

Construction

**GREATER BAKERSFIELD
CHAMBER**

Chambers of Commerce

**GREATER TEHACHAPI
ECONOMIC DEVELOPMENT**

Chambers of Commerce

GRIFFITH COMPANY

Contractors – General

GRIMMWAY FARMS

Agriculture / Food Processing

H**HAGAN DENISON LLP**

Attorneys

**HANSEN'S MOVING
& STORAGE INC**

Moving Companies

HEY SALTY MARKETING

Business Consulting

**HOUCHIN COMMUNITY
BLOOD BANK**

Healthcare Providers

I**INCENTIVE HEALTH IPA**

Healthcare Providers

J**JACO OIL COMPANY**

Real Estate - Developers,
Investors, Property Owners

JEH RANCH

Entertainment

JIM BURKE FORD LINCOLN

Automobile Dealers

JOHNSON CONTROLS

Contractors - General

**JP MORGAN CHASE,
COMMERCIAL BANKING**

Banks / Credit Unions /
Financial Institutions

K**KAISER PERMANENTE**

Healthcare Providers

**KERN COMMUNITY
COLLEGE DISTRICT,
BAKERSFIELD COLLEGE,
CERRO COSO COLLEGE,
PORTERVILLE COLLEGE**

Education

KERN COUNTY

Government Agencies -
City / County

**KERN COUNTY
BUILDERS EXCHANGE**

Construction

**KERN COUNTY
SUPERINTENDENT OF SCHOOLS**

Education

KERN HEALTH SYSTEMS

Healthcare

KERN ISLAND INSURANCE

Insurance

KEY STAFFING, INC

Employment / Training /
Recruitment Services

**KGET TV-17 NBC /
TELEMUNDO / CW**

Media / Publishing

KLASSEN CORPORATION

Architecture Firms

**KLASSEN & SMITH
CONSTRUCTION, INC**

Construction

KLEIN, DeNATALE, GOLDNER, LLP

Attorneys

KNIGHT'S SERVICES, INC

Waste Processing

KRAZAN & ASSOCIATES

Engineering Firms

KWIK SIGNS, INC

Digital Printing

L**LEEWARD RENEWABLE ENERGY,**Energy Producers - Oil, Gas,
Cogeneration, Wind and Solar**M****MACPHERSON ENERGY
CORPORATION, MACPHERSON
OIL COMPANY**Energy Producers - Oil, Gas,
Cogeneration, Wind & Solar**MADLAND TOYOTA-LIFT**

Forklift Dealership

MAJESTIC REALTY CO.

Real Estate - Commercial

**THE MARCOM GROUP
INCORPORATED**

Advertising Agencies

MARCOM REAL ESTATEReal Estate - Residential /
Commercial**McINTOSH & ASSOCIATES**

Engineering Firms

MECHANICS BANKBanks / Credit Unions /
Financial Institutions**MEDIA SOLUTIONS, INC.**

Audio Visual Event Productions

**MERRILL LYNCH
WEALTH MANAGEMENT**Banks / Credit Unions /
Financial Institutions**MID STATE DEVELOPMENT
CORPORATION**Banks / Credit Unions /
Financial Institutions**THE MOGHAREBI GROUP**

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**MOJAVE AIR AND SPACE PORT
AT RUTAN FIELD**

Airports

**MONEYWISE WEALTH
MANAGEMENT**Banks / Credit Unions /
Financial Institutions**MOTOR CITY AUTO CENTER**

Automobile Dealers

N**NATIONAL CEMENT COMPANY
OF CALIFORNIA**

Manufacturing

O**O'DELL CROSS,
A PROFESSIONAL CORPORATION,
CERTIFIED PUBLIC ACCOUNTANTS**

Accounting Firms

OMNI FAMILY HEALTH

Healthcare Providers

ORDIZ-MELBY ARCHITECTS, INC

Architecture Firms

P**PACIFIC GAS & ELECTRIC
COMPANY**

Utility Companies

PACIFIC WESTERN BANKBanks / Credit Unions /
Financial Institutions**PCL INDUSTRIAL SERVICES**

Contractors - Steel Fabricators

**PROFORMA SOLUTIONS
FOR PRINTING**Advertising Agencies &
Promotional Products**PROVIDENCE STRATEGIC
CONSULTING, INC**

Business Consulting

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Cogeneration, Wind & Solar**REYNEVELD CONSTRUCTION**

Construction

RIO TINTO

Mineral Mining

ROSAMOND NEWS & eNEWS

Media / Publishing

S**S.C. ANDERSON, INC**

Contractors - General

SABA AGENCY

Advertising Agencies

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Cogeneration, Wind and Solar**SENTINEL PEAK RESOURCES, LLC**Energy Producers - Oil, Gas,
Cogeneration, Wind and Solar**SIERRA PRINTERS**Printing / Digital / Direct Mail
Services**SITREP SECURITY SOLUTIONS**

Security Systems / Services

THE SOCIAL VIBE

Audio Visual Event Productions

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EDISON ECONOMIC
DEVELOPMENT SERVICES**

Utility Companies

**SOUTHERN CALIFORNIA
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Utility Companies

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Cogeneration, Wind and Solar**STINSON'S**Office Furnishings, Equipment
and Supplies**SULLIVAN PETROLEUM
COMPANY**

Fuel Suppliers / Gas Stations

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TEJON RANCH COMPANYReal Estate - Developers,
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Investors, Property Owners**TRANS-WEST, TRANS-WEST
SECURITY SERVICES, INC,
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INC, TRANS-WEST SPECIAL
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TREK IMAGINGPrinting / Digital / Direct Mail
Services**TRI COUNTIES BANK**Banks / Credit Unions /
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EMPIRE TRAVEL**

Travel Agencies

UNITED STATES COLD STORAGE

Warehouse / Distribution

**UNIVERSITY OF LA VERNE,
KERN COUNTY CAMPUS**

Education

V**VALLEY CHILDREN'S
HEALTHCARE**

Children's Health Care

VALLEY STRONG CREDIT UNIONCredit Unions / Financial
Institutions**VERIZON COMMUNICATIONS, INC**

Global Communications

VOLT WORKFORCE SOLUTIONSEmployment / Training /
Recruitment Services**W****WM**

Waste Processing

WESTEC

Education

**WESTERN STATES PETROLEUM
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Cogeneration, Wind and Solar**WONDERFUL REAL ESTATE
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Business Consulting

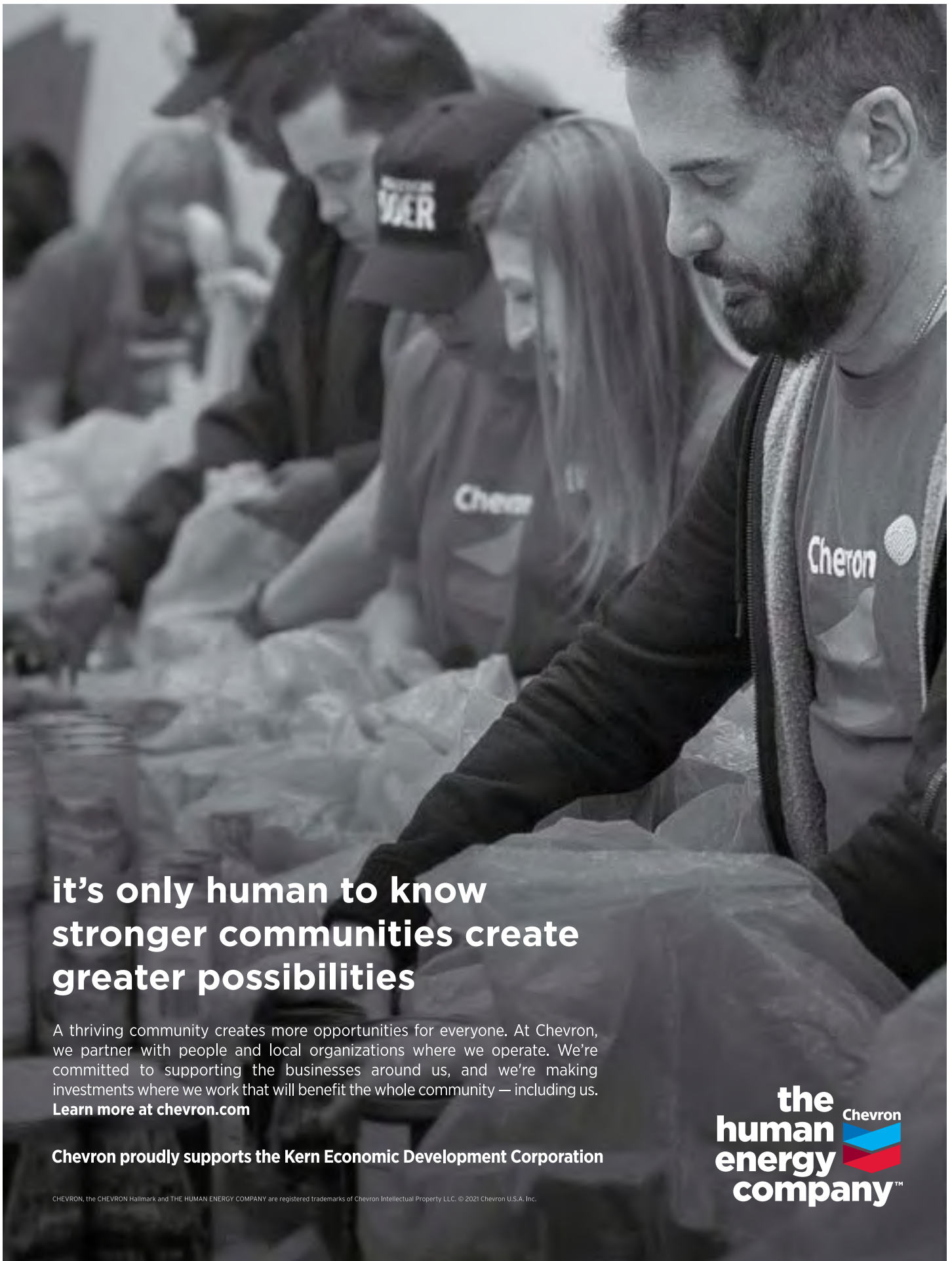


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