Economic Round Table Report

Showcasing Our Region's Accessibility, Affordability, & Availability

Pages 26-35 Extended Centerfold
The Greater Antelope Valley is Ready For Growth!

It has been a pleasure to have the opportunity to serve as Chairman of the GAVEA and AVEREF Boards of Directors this past year.

2017 saw a purposeful effort to both create new, and strengthen current, partnerships with regional workforce development practitioners, educators, Team California, the Industrial Asset Management Council (IAMC), CalEd, GoBis, the local Boards of Trade, Chambers of Commerce and Realtors. These partnerships will serve as the cornerstone of economic growth as we move into 2018.

For nearly 20 years, GAVEA’s Economic Round Table Report has been the singular source for current data relevant to business in our region. This year the GAVEA staff has raised the bar to bring you the best Round Table Report to date. We are confident you will be able to use this report to grow your own business, as well as aide in the recruitment of new businesses to the region.

The GAVEA board would like to thank our Investors and sponsors for their continued support. Your investment in this organization supports all of the work we do together to build a greater Antelope Valley. The board would also like to recognize the work of the GAVEA staff. The effort you put in to improve the economy of the Antelope Valley is second to none.

We look forward to another great and prosperous year,

Dr. Steve Radford, GAVEA Chairman

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Cheri Bryant - Retired Antelope Valley Press, Ex-Officio

Dixie Eliopoulos Honorary Founding Member
SPECIAL THANKS

With appreciation... Pulling together a Report like this annually is no small task, especially when we try to include as many story-tellers as possible to assist us. It’s like herding cats... but, the effort continues for several months! So, it’s important to recognize and thank those that do the most to make it happen almost seamlessly.

First and foremost, Mr. Kyle Hart and his creative genius team at Pixsym Marketing in Tehachapi... for the third year in a row, GAVEA has chose Pixsym to be our design and development team due to his professionalism and keen eye for detail.

Next, Ms. Tracey Davis and her team at Davis Communications in Lancaster. Tracey and her team helped us imagine a new brand four years ago and the change has made a world of difference in the way people view GAVEA.

The GAVEA staff of P.J DelGaudio (Executive Asst.), Meoshae Myles (Special Projects Coordinator), and, Vanessa Camacho (SOAR High School Intern and AVC Student) are extraordinary woman who work tirelessly to make this organization thrive. Without their commitment to show up, step up and do whatever it takes this Report would be half the great resource it is.

And, finally, a big thank you to our Investors and Sponsors who help pay for this Report! Without this elite group of folks that believe in the big picture of Regional Economic Development, none of this could happen. It is because of you, we press on.

It has been a pleasure to work with this team to get the job done. We hope you enjoy the GAVEA 2018 Economic Round Table Report and can use the information to help you grow your business.

- Kimberly Maevers, President

Like what we’re doing here?
Help support our efforts by becoming an Investor.
See pages 57-59 or visit our website
www.SoCalLeadingEdge.org
- or -
Call (661) 722-6566

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Since 1999, the Greater Antelope Valley Economic Alliance has been conducting research, collecting data and demographics and packaging the information into an annual Economic Round Table Report. For nearly twenty years we’ve done this report so that our Investors and Allies may have a better understanding of the growth trends happening presently, and what we can expect for the future.

Four years ago, I decided to change the way we presented the information to you, and I wanted to personalize the stories and the data in a way that made it more relevant and useful. I recruited the five cities and the two counties to share their stories, we asked the aerospace, and agriculture professionals, the water purveyors, air quality and transportation teams, as well as healthcare and education professionals all to share their stories, too. It was my hope that this Report could become a regional atlas of information and resources you could use to grow your business and plan for the future.

As I started travelling the country (and the world) as the GAVEA President meeting with Site Selectors and business executives who are interested in doing business in CA. I learned that there’s a lot of negative notoriety along with bad publicity about California that I needed to respond to. It was then, we started building our centerfold and cover concepts around a central theme each year so that I could bust the myths about my Antelope Valley specifically, and California in general.

Our 2014 centerfold story was about STEM Education and how our educators had been teaming with industry to address skills gaps for many of our local jobs. Preparing students for 21st century jobs in manufacturing, aerospace, engineering, the arts and sciences is crucial to our employers and our educators have done an outstanding job responding with curriculum that works! See pages 5-9 of this Report to see how education and industry continues to work together...

In 2015 we needed to address the unprecedented four year-drought that had plagued California. We did so with a great collaborative story by our water providers that simply reminded folks a) the Antelope Valley is a desert, we’re always in a “drought”, b) because we’re a desert we’ve ALWAYS managed our water resources well. Our water professionals continue to expand our water storage infrastructure, improve delivery and continue to promote conservation even when we do get a little precipitation. Turn to page 54 to learn more about water storage, banking and conservation in our desert...

The big headline for 2016 stated California was losing jobs to other states, that manufacturers were leaving the state in “droves” because of over-regulation and cost. Yet, our local manufacturers were busy investing in new assets, expanding their operations and workforce and digging in to stay in a place where they could afford their land, buildings and talent. So that was our centerfold story! Throughout this Report you’ll see stories about many great companies who are committed to staying here and employing our talented workforce.

Speaking of workforce, our 2017 centerfold story was about the talent and the people that make up our region. We wrote about the partnership of our educators and industry and the job training programs that are in place to get people ready to work faster, smarter and better trained than ever before. Regionally, we know there are an estimated 70,000 commuters a day that leave their home and drive to another community for work. There is no shortage of talent or workforce in this place...they just happen to be working someplace else. My goal continues to be to recruit those jobs back “home” so that my neighbors and friends can live and work in the same community with their families.

I couldn’t be more excited about this years’ Report theme, Affordability, Accessibility and Availability! Because we’ve got another story to tell and it’s quite simply this – there is NO PLACE left in southern California that is more affordable, has more land available and has the access to consumers and trade partners as this place. Pull open our gatefold and learn more about this place we call home...check out our Dare to Compare fact sheet on 36-37 and see how we blow the competition away in every category we studied, turn to pages 47-48 for more information about real estate trends and see that this is the place for business, for jobs and for a quality of life like nowhere else.

I want to thank everyone that has shared their data, stories and knowledge with us to help write these annual Reports. It truly is a labor of love for me, a native of this Antelope Valley, to be able to tell YOUR story.

Kimberly Maevers,
GAVEA President / CEO
OUR FUTURE IS VERY BRIGHT!

K-12 PUBLIC / PRIVATE SCHOOLS

PUBLIC SCHOOLS

Acton-Agua Dulce Unified School District (K-12)  
www.aadusd.k12.ca.us

Antelope Valley High School District  
www.avdistrict.org

Eastside Union School District (K-8)  
www.eastsideusd.org

Gorman School District (K-8)  
http://gorman.k12.ca.us

Hughes-Elizabeth Lake Union School District (K-8)  
www.heluusd-k12-pt.schoolloop.com

Keppel Union School District (K-8)  
www.keppel.k12.ca.us

Kern County Schools/Mojave Unified School District (K-12)  
www.mojave.k12.ca.us

Lancaster Elementary School District (K-8)  
www.lancsd.org

Muroc Joint Unified School District (K-12)  
www.muroc.k12.ca.us

Palmdale School District (K-8)  
www.palmdalesd.org

Southern Kern Unified (K-Adult)  
www.sksusd.k12.ca.us

Sierra Sands Unified School District  
www.susd.org

Tehachapi Unified School District  
www.teh.k12.ca.us

Westside Union Elementary School District (K-8)  
www.westside.k12.ca.us

Wilsona School District (K-8)  
www.wilsonasd.net

PRIVATE SCHOOLS

Antelope Valley Adventist School  
www.lancasteradventist.com

Antelope Valley Christian School  
www.avcs.edu

Bethel Christian School  
www.bethelchristian.net

Carden School of Tehachapi  
www.cardeenschooltahachapi.org

Desert Christian School  
www.desertchristian.com

Desert Vineyard Christian School  
www.growwithvcs.org

Grace Lutheran School  
www.gracelancaster.org

Heritage Oak School  
www.heritageoakschool.info

High Desert Adventist Christian School  
www.ridgecrestacs.com

Immanuel Christian School  
www.icsk12.org

Lancaster Baptist School  
www.lancasterbaptistschool.org

Paraclete High School  
www.paracletehs.org

Pearblossom Private School  
www.pearblossomschool.com

Pinecrest School  
www.pinecrestschools.com

Sacred Heart School  
www.sacredhearthUNCHER.org

St. Mary’s School  
www.stmaryspalmdale.org

Westside Christian School  
www.deserthighlandswcs.com

CHARTER SCHOOLS

AV Learning Academy  
http://avlearning.org/

AV Youthbuild Charter  
www.youthbuildcharter.org

Desert Sands Charter High School  
www.dscshs.org

iLEAD Lancaster Charter School  
www.ileadlancaster.org

Learn4Life Concept Charter Schools  
www.learn4life.org

Life Source Charter School  
www.lifesourcecharterschool.org

The Guidance Charter School  
www.thegcs.org

The Palmdale Aerospace Academy  
www.tpaa.org

Valley Oaks Charter School  
www.valleyoakscharterschool.org

Unifying communities and future generations through music; Students of Palmdale School District performing at The Palmdale Playhouse.

Empowering & Inspiring through the power of film; Actress, Lidia Porto (Showtime: Get Shorty) sharing acting exercises and activities with the students of Desert Willow.

Inspiring future technological engineers; Rubik’s cube solving Lego Robot.

Building partnerships locally & internationally; Peruvian students visiting Palmdale School District treatment plant.
Corporate and Community Services - Corporate & Community Services is committed to providing lifelong learning experiences to our community through a variety of courses which provides short-term, not-for-credit programs that offer the basic, technical and professional business courses designed to develop skills that can lead to employment, job advancement & enhancement and/or certification.

Cathy Hart, Dean, Palmdale Center and Extended Learning  
661.722.6300 EXT. 6412  
chart8@avc.edu

Ann Steinberg, Director of Job Placement  
661.722.6358  
asteinberg@avc.edu

ANTELOPE VALLEY HIGH SCHOOL DISTRICT • College and Career Readiness -

Diane Walker, Director of Industry Liaison and Post-Secondary Partnerships, AVUHSD  
661.575.1025  
DWalker@avhsd.org

Steve Radford, PhD, Regional Director for College & Career Prep  
661.942.3042  
sradford@avhsd.org

CERRO COSO COMMUNITY COLLEGE • The East Kern Center (formerly South Kern) serves the communities of Edwards Air Force Base, Mojave, Boron, California City, and Tehachapi as well as other locations in Kern Counties from facilities centered at Edwards Air Force Base and Tehachapi. Cerro Coso offers a wide range of classes, both on campus and online, enabling area students to reach their educational and personal enrichment goals.

760.384.6123  
www.cerrocoso.edu

CALIFORNIA STATE UNIVERSITY • Long Beach - The University Center, is a satellite campus of the CSULB College of Engineering. Bachelor of Science Degree Completion Programs for Mechanical and Electrical Engineering, which allow Antelope Valley students to obtain these Degrees locally while providing qualified workers for the region’s robust Aerospace Industry.

661.723.6429  
www.csulb.edu

CALIFORNIA STATE UNIVERSITY • Long Beach - AV Engineering Program - The Antelope Valley Engineering Program is a full time, highly structured, 2 ½ year program for transfer students seeking a Bachelor of Science degree in either Mechanical or Electrical Engineering. The program is located at the Lancaster University Center Satellite Campus.

www.csulb.edu/college-of-engineering/antelope-valley-program/

MOJAVE UNIFIED SCHOOL DISTRICT  
Adult Education partners: The Mojave Unified School District, Californian Community College Chancellors Office, Cerro Coso Community College and America’s Job Center.

Susan Clipperton  
661.824.4088  
susanclipperton@mojave.k12.ca.us

CALIFORNIA STATE UNIVERSITY • Bakersfield/Antelope Valley Campus - Located on the Antelope Valley College campus, CSUB Antelope Valley offers accredited Bachelor’s Degree including Business Administration, Child, Adolescent & Family Studies, Criminal Justice, English, Liberal Studies (IB EST), Nursing (RN to BSN on-line only) and Sociology (Human Services). CSUB Antelope Valley offers teaching credentials, and three Master’s Degrees in Business Administration (MBA), Educational Administration (MA) and Special Education (MA). Two Master’s Degrees, Educational Curriculum & Instruction (MA) and Administration (MSA) are completely online.

661.952.5000  
www.csub.edu/AV/
COMMUNITY COLLEGE BUSINESS TOOLS

California Community Colleges Workforce Training - California’s Community Colleges are in a unique position to assist businesses in developing a high-skilled, high-performance workforce. www.cccewd.net/business_training.cfm

California Community Colleges Sector Navigator - The Community Colleges’ Deputy Sector Navigators help coordinate industry-specific workforce training programs, providing highly specialized industry training, technical consulting and business development. www.cccewd.net

Division of Apprenticeship Standards - The Division of Apprenticeship Standards provides employers with a highly skilled and experienced workforce www.dir.ca.gov/das/das.html

California Corporate College www.cacorpcollege.com
Training That Improves Employee Performance

SCHOOL PROGRAMS FOR JOB TRAINING

ANTELOPE VALLEY UNION HIGH SCHOOL DISTRICT (AVHSD) - Employer Partner QuickStart Guide to Work-Based Learning Experiences

Diane Walker, Director of Industry Liaison and Post-Secondary Partnerships, AVHSD
📞 661.575.1025
✉️ DWalker@avhsd.org

LEARN4LIFE - The Antelope Valley is home to five educational centers that provide innovative opportunities to create pathways to the workforce.

As a Workforce Innovation and Opportunity Act (WIOA) partner, Learn4Life offers courses in observable work readiness skills in the areas of career exploration, customer service, cover letters, resumes, applications and interviewing.

CAREER TECHNICAL EDUCATION (CTE) - CTE programs give students a jump start on a promising future right out of high school with the mastery of real-world, technical skills. Our corporate partnerships and workforce readiness programs are the keys to success inside and outside of the classroom for Learn4Life students.

Valerie J. Chase, Vice President, School Development & Support Learn4Life Concept Charter Schools
📞 661.618.7727
✉️ www.learnfourlife.com

LOS ANGELES COUNTY OFFICE OF EDUCATION (LACOE)

CURRICULUM AND INSTRUCTION - Career Technical Education (CTE) is a program of study that prepares students for college and careers. A variety of CTE curriculum and instruction resources are available below.

- Arts, media and entertainment
- Building and construction trades
- Business and finance
- Food service and hospitality
- Education, child development, and family services
- Engineering and design
- Health science and medical technology
- Information and communication technologies
- Marketing, sales and services
- Transportation

*Note: the list above is not comprehensive. Lacoe does not endorse any businesses, private corporations, or vendors. By clicking on any of the links above, you will be directed to an outside website.

Contact:
David Manguramas, LA County Office of Education | Career Development Program Supervisor
📞 661.265.0124
www.lacoe.edu/CurriculumInstruction/CareerTechnicalEd/CTECurriculum/

APPRENTICESHIPS

The Los Angeles County Office of Education - Career Technical Education (LACOE-CTE) cooperates with trade program sponsors to assist in offering the related classroom instruction component of seven apprenticeship training programs:

Air Conditioning and Refrigeration
- Joint Journeyman and Apprenticeship Training Trust, Los Angeles

Cosmetology
- Los Angeles Cosmetology Apprenticeship Council, San Pedro

Electrical (Union Affiliated and Independent)
- Associated Builders and Contractors Training Trust – Independent, San Fernando
- Electrical Training Institute – Union Affiliated, Commerce
- Electrical Training Trust of Santa Barbara, Santa Maria

Roofers
- Roofers Training Trust, Pomona

Sound and Intercommunication
- Electrical Training Institute – Union Affiliated, Commerce

Studio Electrician
- Studio Electrician Training Trust, North Hollywood
BEGINNING IN 2013, THE EASTSIDE HIGH SCHOOL BIOMEDICAL SCIENCES PATHWAY ALLOWS STUDENTS TO ENGAGE IN ACTIVITIES SUCH AS INVESTIGATING THE DEATH OF A FICTIONAL PERSON TO LEARN CONTENT IN THE CONTEXT OF REAL-WORLD CASES. THIS CAREER ACADEMY CURRENTLY SERVES APPROXIMATELY 450 STUDENTS IN GRADES 9 THROUGH 12.

https://tinyurl.com/EHSBiomed

A similar Biomedical Sciences pathway at Littlerock High School is expanding their work-based learning opportunities to include internships and business partnerships on real-world projects.

https://www.lhslobos.org

Built on the success of Palmdale High School’s Health Careers Academy, the newly-opened Palmdale Preparatory Academy is providing 7th and 8th grade students an opportunity to participate in a health careers and STEM-focused curriculum, in addition to general education courses.

http://www.palmdaleprep.com

Inspired by the recent water shortage in California, students in the Palmdale High School Engineering Academy (formerly known as the Falcon Academy of Sustainable Technologies) SkillsUSA Chapter have been creating innovative solutions to local issues. A team of three engineering students from the Academy, designed and built a functioning prototype of a fire hydrant that retracts below the sidewalk. During the process, they met with engineers at the Palmdale Water District and incorporated their feedback into the final design. The students were the 2016 gold medal winners at Region 3 competitions in the Skills USA Competition, progressing to the California State and National Championships in June 2017.

Likewise, the team from Palmdale High School Engineering Academy designed and built a functioning leak-sensing prototype. The sensors would be installed at numerous locations on a main water pipe under the streets. Their project was entered in the SkillsUSA competition, resulting in the students becoming the 2016 gold medal winners at Region 3 competitions and the California State Championships. They students also earned the bronze medal at the National Championships.

https://phsfastacademy.weebly.com/index.html

The Green Enterprise Academy at Antelope Valley High School is an engineering academy with an additional focus on entrepreneurship. For the last two years, the class of 2018 has been working on a “tiny house” in conjunction with community partners as their culminating project for the year. The GE Academy has successfully fostered a love for learning and creation, and as a result, boasts a 100% graduation rate for its seniors. Last year’s graduating class included 16 of the 20 AVHS Valedictorians, and 20 recipients of the California Seal of Biliteracy. One hundred percent (100%) of the 2017 GE graduates are currently in some form of post-secondary education and/or training, including community college, a four-year university or trade school, and employment in the engineering sector.

https://tinyurl.com/GEAcademy

The Lancaster Arts, Media, Programming, and Engineering Academy (LAMPE), a silver certified Linked Learning Academy, provides approximately 375 students with the unique opportunity to learn through integrated lessons, apply knowledge through project-based learning, and develop career skills while still in high school.

In addition to its ongoing project with NASA engineers working on unmanned aerial systems, LAMPE has also partnered with the Edwards Air Force Base STEM Office to participate in a Resume Writing Workshop, and with Schools First Credit Union to host a financial literacy workshop for students.

https://tinyurl.com/LAMPEAcademy
CALIFORNIA CITY HIGH SCHOOL
California City High School is becoming a satellite campus for Cerro Coso Community College. Students, through dual enrollment, will be earning credits towards an Associate Degree while completing their high school diploma. The introductory Aircraft and Power Plant course offers the opportunity to learn about vital aviation systems thanks to the generous donation of a Gulf Stream Aircraft and two Rolls Royce jet engines by Norm Hill Aviation. This is a critical skill in the Eastern Kern region and the Antelope Valley where existing and future jobs in this industry rely on a skilled workforce.
http://www.mojave.k12.ca.us/schools/cchs.html

LANCASTER SCHOOL DISTRICT
Fulton & Alsbury Academy, the district’s 6th-8th grade school of choice, offers every student a class in art and a class in engineering every day for all three years of the program, and it ranks among California’s top schools. STEM coursework is available at three elementary schools: Jack Northrop, Discovery, and Lincoln, and middle school STEM electives are taught at Endeavour, Amargosa Creek, and Piute. Mariposa Elementary uses its Coding Club to introduce students to computer programming, and Nancy Cory Elementary is proud of its strong VAPA program. A dual immersion program is offered at Linda Verde Elementary, where students gain a solid second language foundation in Spanish.
www.lancsd.org

MOJAVE UNIFIED SCHOOL DISTRICT
Third grade students and teachers at Mojave Unified School District concentrated on the Next Generation Science Standards and used fun, yet demanding hands on experiments that were deeply connected to math, ELA, technology and social studies standards. Mojave Elementary and Hacienda schools participated.
www.mojave.k12.ca.us

NASA’S BEST – NASA Armstrong Flight Research Center Office of Education
NASA’s Beginning Engineering, Science and Technology, or BEST, is a free program that provides STEM Training and Educator Activity Guides to informal and formal educators of grades K-8. Activities may be used to supplement curricula in classrooms and out-of-school learning environments. https://www.nasa.gov/audience/foreducators/best/about.html

In addition, NASA’s BEST provides no-cost nationwide professional development to organizations, institutions, and educators. This includes face-to-face and distance workshop options. For more information, send an email to: afrc-nasabestedu@nasa.gov

PARACLETE HIGH SCHOOL
Few high schools in the Antelope Valley provide college prep curriculum, out of those, Paraclete is the only one that sends 98% of its students to college. Paraclete teaches students about life skills such as time management, work ethic, and teamwork, all in a Catholic faith based environment. However, Paraclete respects the diversity of its student body, and a student need not be Catholic to attend. Since, Paraclete is smaller than public high schools in the area, students and staff connect on an individual basis. These connections play a significant role in helping every student find success.
http://www.paracletehs.org/

TEHACHAPI UNIFIED SCHOOL DISTRICT
Tehachapi Unified School District elementary schools feature robotics and computer programming enrichment both during and after school. In partnership with the Air Force Research Labs, each elementary school now features two 3D Printers, enabling students to experience 21st Century technology. Our middle school features Project Lead the Way pre-engineering courses, FIRST Lego League robotics teams, and a strong Science Olympiad team. The Project Lead the Way program continues into the comprehensive high school with Engineering and Biomedical pathways in addition to an Engineering and Manufacturing Academy. In partnership with the Arts, Science, and Technology Council of Tehachapi, fourth and fifth grade students participate in a district-wide model rocketry challenge and the high school campus features a STEAM Center for community access to enrichment programs and activities. STEAM Up in Tehachapi! www.teh.k12.ca.us

THE GUIDANCE CHARTER SCHOOL
The students at The Guidance Charter School and the growth in enrollment are collaborating and creating amazing projects in cross-curricular fields. Teachers are experiencing a paradigm shift in their instructional practices and this is evident in learning. Just one major milestone in 2017 was the Cubes in Space is a program by IdoodEDU inc., in collaboration with NASA’s Langley Research Center and others. Our 10th grade Chemistry honors class was fortunate to compete in the program. Four of our students were honored as their project; “Effectiveness of Vaseline in outer space” earned a spot in the final 60 projects. The project had to fit in a small 4x4x4 cm cube and placed in the nose cone of the sounding rocket, to be launched in space.
http://thegecs.org

THE PALMDALE AEROSPACE ACADEMY
The Palmdale Aerospace Academy prepares its graduates for college and careers in the 21st century, aligned with workforce needs in the local area and beyond. The educational program emphasizes science, technology, engineering and mathematics (STEM) skills and views academics through the lens of aerospace. Challenging projects, hands-on activities and collaborative learning engage student interest to maximize learning potential.” As a charter school with almost 1,650 students, 100 teachers, 4 counselors, 6 administrators and 100 classified staff, we are entering our sixth year of operation and recently moved into our new state-of-the-art STEM.
http://www.tpaa.org
REGIONAL PROFILE

REGIONAL POPULATION

<table>
<thead>
<tr>
<th>Annual Growth</th>
<th>REGIONAL TOTAL</th>
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<tr>
<td>2023 Projected</td>
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<td>2018 Estimate</td>
<td>542,208</td>
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<td>2010 Census</td>
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Population by Origin

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<th>Regional</th>
<th>Not Hispanic or Latino</th>
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<td></td>
<td>296,356</td>
<td>245,455</td>
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Population by Race

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<th>Regional</th>
<th>White</th>
<th>Black/African American</th>
<th>American Indian/Alaskan Native</th>
<th>Asian</th>
<th>Native Hawaiian or Pacific Islander</th>
<th>Other</th>
<th>Two or more Races</th>
<th>Median Age</th>
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<td>284,176</td>
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<td>5,335</td>
<td>21,025</td>
<td>1,304</td>
<td>121,096</td>
<td>30,529</td>
<td>33.6</td>
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Regional Housing

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<th>Regional</th>
<th>Average Household Income</th>
<th>Per Capita Income</th>
<th>Housing Units</th>
<th>Persons per Household</th>
<th>Owner Occupied</th>
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<tbody>
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<td>$23,521</td>
<td>164,676</td>
<td>3.2</td>
<td>66.22%</td>
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Economy

Cost of Doing Business

Low to Moderate

Ethnicity (Language)

<table>
<thead>
<tr>
<th>`18 Est</th>
<th>%</th>
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<tbody>
<tr>
<td>Primarily Speak English</td>
<td>358,079</td>
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<tr>
<td>Primarily Speak Spanish</td>
<td>123,746</td>
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<tr>
<td>Speak Other Language</td>
<td>20,930</td>
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Age Specific

<table>
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<th>`18 Est</th>
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<tr>
<td>0-17</td>
<td>144,401</td>
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<tr>
<td>18-54</td>
<td>272,704</td>
</tr>
<tr>
<td>55-64</td>
<td>65,128</td>
</tr>
<tr>
<td>Over 65</td>
<td>60,570</td>
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</table>

Education

<table>
<thead>
<tr>
<th>`18 Est</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>HS Graduate/GED</td>
<td>97,540</td>
</tr>
<tr>
<td>Some College/Associate’s</td>
<td>121,190</td>
</tr>
<tr>
<td>Bachelor’s</td>
<td>37,121</td>
</tr>
<tr>
<td>Master’s</td>
<td>14,702</td>
</tr>
<tr>
<td>Professional or Doctorate</td>
<td>4,578</td>
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</table>

Sources:

1 Claritas via Environics Analytics 2 Kosmont
## Demographics

### California City

<table>
<thead>
<tr>
<th>Area</th>
<th>Pop. 2018</th>
<th>Pop. 2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lancaster</td>
<td>201,799</td>
<td>213,876</td>
</tr>
<tr>
<td>Palmdale</td>
<td>181,749</td>
<td>192,958</td>
</tr>
<tr>
<td>Ridgecrest</td>
<td>33,723</td>
<td>34,427</td>
</tr>
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</table>

### Antelope Valley Population Forecast

<table>
<thead>
<tr>
<th>Area</th>
<th>Pop. 2018</th>
<th>Pop. 2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lancaster</td>
<td>201,799</td>
<td>213,876</td>
</tr>
<tr>
<td>Palmdale</td>
<td>181,749</td>
<td>192,958</td>
</tr>
<tr>
<td>Unincorporated - LA County</td>
<td>37,359</td>
<td>39,106</td>
</tr>
<tr>
<td>California City</td>
<td>15,098</td>
<td>16,026</td>
</tr>
<tr>
<td>Greater Tehachapi</td>
<td>37,942</td>
<td>39,404</td>
</tr>
<tr>
<td>Ridgecrest</td>
<td>33,723</td>
<td>34,427</td>
</tr>
<tr>
<td>Unincorporated - Kern County</td>
<td>34,538</td>
<td>35,886</td>
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</table>

### Greater Antelope Valley Region

<table>
<thead>
<tr>
<th>Pop. 2018</th>
<th>Pop. 2023</th>
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</thead>
<tbody>
<tr>
<td>542,208</td>
<td>571,683</td>
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Source: Claritas via Environics Analytics

### Estimated Population by Zip Code

<table>
<thead>
<tr>
<th>ZIP</th>
<th>City</th>
<th>'10 Census</th>
<th>'18 Est</th>
<th>'23 Proj</th>
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<tr>
<td>93501</td>
<td>Mojave</td>
<td>6,641</td>
<td>6,067</td>
<td>6,382</td>
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<tr>
<td>93505</td>
<td>California City</td>
<td>13,792</td>
<td>15,098</td>
<td>16,026</td>
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<tr>
<td>93516</td>
<td>Boron</td>
<td>2,341</td>
<td>2,503</td>
<td>2,614</td>
</tr>
<tr>
<td>93519</td>
<td>Cantil</td>
<td>114</td>
<td>102</td>
<td>102</td>
</tr>
<tr>
<td>93523</td>
<td>Edwards</td>
<td>3,266</td>
<td>2,969</td>
<td>2,912</td>
</tr>
<tr>
<td>93524</td>
<td>Edwards</td>
<td>162</td>
<td>143</td>
<td>139</td>
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<tr>
<td>93527</td>
<td>Inyokern</td>
<td>2,447</td>
<td>2,572</td>
<td>2,662</td>
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<td>93531</td>
<td>Keene</td>
<td>378</td>
<td>397</td>
<td>411</td>
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<td>93554</td>
<td>Randsburg</td>
<td>25</td>
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<td>22</td>
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<td>93555</td>
<td>Ridgecrest</td>
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<td>93560</td>
<td>Rosamond</td>
<td>18,842</td>
<td>20,160</td>
<td>21,073</td>
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<td>93561</td>
<td>Tehachapi</td>
<td>35,169</td>
<td>37,545</td>
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<td>93562</td>
<td>Acton</td>
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<td>8,076</td>
<td>8,321</td>
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<td>Lancaster</td>
<td>2,794</td>
<td>3,184</td>
<td>3,420</td>
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<td>93564</td>
<td>Lancaster</td>
<td>39,755</td>
<td>42,912</td>
<td>45,041</td>
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<td>93565</td>
<td>Lancaster</td>
<td>71,745</td>
<td>79,508</td>
<td>84,398</td>
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<td>93566</td>
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<td>70,886</td>
<td>79,379</td>
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<td>93567</td>
<td>Littlerock</td>
<td>13,366</td>
<td>14,520</td>
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<tr>
<td>93564</td>
<td>Llano</td>
<td>1,371</td>
<td>1,585</td>
<td>1,714</td>
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<td>93550</td>
<td>Palmdale</td>
<td>74,659</td>
<td>79,534</td>
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<td>93551</td>
<td>Palmdale</td>
<td>51,136</td>
<td>56,821</td>
<td>63,024</td>
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<tr>
<td>93552</td>
<td>Palmdale</td>
<td>38,262</td>
<td>43,584</td>
<td>46,635</td>
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<tr>
<td>93553</td>
<td>Pearblossom</td>
<td>1,816</td>
<td>2,053</td>
<td>2,204</td>
</tr>
<tr>
<td>93563</td>
<td>Valyermo</td>
<td>438</td>
<td>424</td>
<td>423</td>
</tr>
<tr>
<td>93591</td>
<td>Lake L.A. (Palmdale)</td>
<td>7,272</td>
<td>7,507</td>
<td>7,726</td>
</tr>
</tbody>
</table>

Source: Claritas via Environics Analytics

OVERALL TOTAL

| 496,419 | 542,208 | 571,683 |
## Employment Across Los Angeles & Kern Counties

<table>
<thead>
<tr>
<th>Employment Industry by Sector</th>
<th>NAICS</th>
<th>'16 AAE</th>
<th>'16 TP</th>
<th>'15 AAE</th>
<th>'15 TP</th>
<th>'14 AAE</th>
<th>'14 TP</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agriculture, Forestry, Fishing &amp; Hunting</td>
<td>11</td>
<td>139</td>
<td>$8,005,078</td>
<td>87</td>
<td>$3,463,236</td>
<td>87</td>
<td>$3,421,546</td>
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<tr>
<td>Mining</td>
<td>21</td>
<td>854</td>
<td>$68,341,842</td>
<td>794</td>
<td>$66,515,290</td>
<td>810</td>
<td>$64,546,994</td>
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<tr>
<td>Utilities</td>
<td>22</td>
<td>223</td>
<td>$21,808,983</td>
<td>212</td>
<td>$19,114,882</td>
<td>213</td>
<td>$19,726,656</td>
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<tr>
<td>Construction</td>
<td>23</td>
<td>571</td>
<td>$24,464,659</td>
<td>550</td>
<td>$23,176,101</td>
<td>514</td>
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<td>Manufacturing</td>
<td>31-33</td>
<td>2,060</td>
<td>$159,120,978</td>
<td>2,152</td>
<td>$155,216,252</td>
<td>2,139</td>
<td>$148,043,162</td>
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<td>Wholesale Trade</td>
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<td>460</td>
<td>$20,864,791</td>
<td>235</td>
<td>$16,010,288</td>
<td>352</td>
<td>$25,773,085</td>
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<tr>
<td>Retail Trade</td>
<td>44-45</td>
<td>2,635</td>
<td>$6,522,878</td>
<td>2,578</td>
<td>$63,818,249</td>
<td>2,458</td>
<td>$59,939,735</td>
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<tr>
<td>Transportation &amp; Warehousing</td>
<td>48-49</td>
<td>1,569</td>
<td>$103,127,334</td>
<td>1,549</td>
<td>$89,794,046</td>
<td>614</td>
<td>$43,272,423</td>
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<td>Information</td>
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<td>209</td>
<td>$9,996,502</td>
<td>158</td>
<td>$7,082,268</td>
<td>146</td>
<td>$6,582,576</td>
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<tr>
<td>Finance and Insurance</td>
<td>52</td>
<td>265</td>
<td>$11,470,417</td>
<td>264</td>
<td>$11,178,485</td>
<td>272</td>
<td>$10,696,990</td>
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<tr>
<td>Real Estate and Rental Leasing</td>
<td>53</td>
<td>300</td>
<td>$9,358,077</td>
<td>268</td>
<td>$7,730,932</td>
<td>246</td>
<td>$6,341,170</td>
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<tr>
<td>Professional, Scientific &amp; Technical Services</td>
<td>54</td>
<td>2,618</td>
<td>$195,433,945</td>
<td>2,562</td>
<td>$194,839,626</td>
<td>2,619</td>
<td>$231,679,086</td>
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<tr>
<td>Management of Companies &amp; Enterprises</td>
<td>55</td>
<td>*****</td>
<td>*****</td>
<td>*****</td>
<td>*****</td>
<td>CONFIDENTIAL</td>
<td>/1/</td>
</tr>
<tr>
<td>Administrative &amp; Support &amp; Waste Management</td>
<td>56</td>
<td>834</td>
<td>$35,584,884</td>
<td>733</td>
<td>$28,697,917</td>
<td>814</td>
<td>$27,609,997</td>
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<tr>
<td>Educational Services</td>
<td>61</td>
<td>200</td>
<td>$7,029,939</td>
<td>193</td>
<td>$7,023,337</td>
<td>263</td>
<td>$8,920,284</td>
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<tr>
<td>Health Care &amp; Social Assistance</td>
<td>62</td>
<td>2,035</td>
<td>$79,315,459</td>
<td>2,014</td>
<td>$78,300,538</td>
<td>2038</td>
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<tr>
<td>Arts, Entertainment &amp; Recreation</td>
<td>71</td>
<td>306</td>
<td>$6,018,621</td>
<td>304</td>
<td>$5,930,045</td>
<td>383</td>
<td>$6,768,464</td>
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<tr>
<td>Accommodation &amp; Food Services</td>
<td>72</td>
<td>2,420</td>
<td>$46,237,064</td>
<td>2,494</td>
<td>$39,427,600</td>
<td>2,115</td>
<td>$30,783,709</td>
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<tr>
<td>Other Services (except Public Administration)</td>
<td>81</td>
<td>713</td>
<td>$24,481,061</td>
<td>619</td>
<td>$19,985,587</td>
<td>546</td>
<td>$18,296,728</td>
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<tr>
<td>Not Elsewhere Classified (N/A)</td>
<td>99</td>
<td>223</td>
<td>CONFIDENTIAL</td>
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<td>CONFIDENTIAL</td>
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<tr>
<td>Federal Government</td>
<td>92-F</td>
<td>8,342</td>
<td>$744,806,995</td>
<td>8,080</td>
<td>$663,530,052</td>
<td>7,818</td>
<td>$664,674,166</td>
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<tr>
<td>State Government</td>
<td>92-S</td>
<td>2,373</td>
<td>$115,941,663</td>
<td>2,339</td>
<td>$115,336,506</td>
<td>1,670</td>
<td>$82,614,099</td>
</tr>
<tr>
<td>Local Government</td>
<td>92-L</td>
<td>3,482</td>
<td>$158,643,813</td>
<td>3,325</td>
<td>$149,949,736</td>
<td>3,234</td>
<td>$139,256,107</td>
</tr>
</tbody>
</table>

Total, All Industries

<p>| | | | | | | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
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</thead>
<tbody>
<tr>
<td>'16 AAE</td>
<td>'16 TP</td>
<td>'15 AAE</td>
<td>'15 TP</td>
<td>'14 AAE</td>
<td>'14 TP</td>
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<td>-------</td>
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<tr>
<td>32,837</td>
<td>$1,928,628,628</td>
<td>31,789</td>
<td>$1,780,202,849</td>
<td>29,526</td>
<td>$1,701,728,425</td>
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<td></td>
</tr>
</tbody>
</table>

Source: EDD

[A] Combined Ag & Mining
[1] Federal, State & Local combined

/(1) Data are confidential if there are fewer than 3 businesses in a category or one employer makes up 80 percent or more of the employment in a category.

AAE = Annual Average Employment, TP = Total Payroll

LA COUNTY

KERN COUNTY

KERN COUNTY

Los Angeles County

Los Angeles County

Los Angeles County

Los Angeles County

Los Angeles County
“The Antelope Valley has long been the capital of the aerospace industry and it continues its creative and collaborative efforts in training and supporting the local workforce. By partnering with industry leaders, our local educators provide trained workers to meet the needs of the workforce demand. Antelope Valley College highlights this by having what may arguably be the best placement in LA County with 90% of students finding work. To further the Valley’s economy, GAVEA is taking the lead in attracting business to the AV and promoting ongoing marketing opportunities.”

– Kathryn Barger, L.A. County Supervisor

### MILESTONES

- **LA County Voters Approve Measure M** • Over the next 40 years, the North County subregion, which includes the Antelope and Santa Clarita Valleys, is projected to receive over $1.9 billion to implement projects that will improve arterial roads, active transportation, multimodal connectivity, highway efficiency, and transit. The High Desert Corridor is projected to receive a total of $270 million between FY 2019 and FY 2021, and an additional $1.8 billion in outer years, which will be used as leverage to accelerate project delivery. AVTA is also projected to receive an additional $2.5 million annually, while the cities of Palmdale and Lancaster will each see over $2.2 million annually for local street improvements, and Metrolink will see an additional $1.2 billion over the first 40 years.

- **Cultivating Creativity Throughout the Antelope Valley with MākMō** • Makermobile (MākMō) vehicles are equipped with state-of-the-art STEM-based learning technology including 3-D printers, scanners, robotics, and electronic circuitry. MākMō vehicles travel to Public Libraries across LA County bringing a youth program that fosters creativity and emphasizes hands-on Science, Technology, Engineering, and Math (STEM) programming. For more information, visit [www.colaublib.org/makmo](http://www.colaublib.org/makmo).

- **LA County Antelope Valley Senior Center Expansion Underway** • LA County broke ground on a renovation project to expand and refurbish the Antelope Valley Senior Center located at 777 West Jackman Street in Lancaster. The expansion will add 3,400 square feet of space, as well as, many upgrades throughout the existing building. Included in the project is a new patio area and separate 1,300 square foot multi-purpose room increasing the Center’s programming; the expected completion of the renovations is Spring 2018.

- **County Adds Two Sikorsky S70i Firehawk Helicopters to Firefighting Arsenal** • The LA County Board of Supervisors authorized the acquisition of two Sikorsky S70i Firehawk helicopters; the two aircraft will be customized to include a 1,000-gallon water tank, custom landing gear, rescue hoist, and other specialized systems. “This acquisition supplements our county’s potent aerial fire-fighting arsenal and our ability to knock down wildfires to protect life and property,” said Supervisor Kathryn Barger.

- **AV Winter Shelters** • The Antelope Valley has doubled its shelter bed capacity through strategic partnerships with multiple agencies. This includes the opening of Los Angeles County’s only 24-Hour Winter Shelter. In the coming year the use of Measure H funds will expand needed services, shelter programming, and employment opportunities.

- **Renewable Energy Ordinance Adopted** • The LA County Board of Supervisors adopted the Renewable Energy Ordinance (REO), updating the County's Planning and Zoning Code for review and permitting of solar and wind projects. The REO helps minimize environmental and community impacts while assisting the State of California in meeting its goals for renewable energy generation. For more information on this ordinance, please visit [planning.lacounty.gov/energy](http://planning.lacounty.gov/energy).

- **More than 65 percent of Los Angeles County -- 2,653.5 square miles -- is unincorporated. For the over one million people living in those areas, the Board of Supervisors serves as its ‘city council’ and ‘mayor.’ County departments provide municipal services such as law enforcement, firefighting, road maintenance, parks, zoning, building permits, and animal care and control to these areas.**

The Antelope Valley includes the most unincorporated territory of any region in Los Angeles County. Unincorporated communities in the Antelope Valley include: Acton, Antelope Acres, Crystalaine, Del Sur, Elizabeth Lake, Fairmont, Gorman, Green Valley, Hi Vista, Juniper Hills, Lake Hughes, Lake Los Angeles, Leona Valley, Littlerock, Llano, Neenach, Oso, Pearblossom, Quartz Hill, Roosevelt, Sun Village, Three Points, Valyermo, White Fence Farms, and Wrightwood. The unincorporated Antelope Valley is home to over 600 businesses with the most located in Acton and Quartz Hill.

Kathryn Barger, Supervisor

**AV FIELD OFFICE**

1113 West Avenue M-4, Suite A

Palmdale, CA 93551

(661) 726-3600

Donna Termeer, Field Representative, Antelope Valley

**ELECTED OFFICIALS**

Hilda L. Solis
Supervisor, First District

Mark Ridley-Thomas
Supervisor, Second District

Sheila Kuehl
Supervisor, Third District & Chair

Janice Hahn
Supervisor, Fourth District

Kathryn Barger
Supervisor, Fifth District
BYD CELEBRATES GRAND OPENING OF 440,000-SQUARE-FOOT E-BUS MANUFACTURING PLANT • Last fall, global electric vehicle giant BYD (Build Your Dreams) celebrated the expansion of its Lancaster e-bus manufacturing plant to 440,000 square feet and 750 jobs. Elected officials, media channels and alternative energy executives from across the globe travelled to Lancaster for the event.

BYD’s series of expansions since setting up shop in Lancaster in 2013 has been an exciting story to follow. It was, after all, the first China-based company to establish a vehicle manufacturing plant in North America, and is among the largest Foreign Direct Investment projects to have ever occurred in Los Angeles County. But the story actually begins in 2010 -- years before the company came to Lancaster -- when Mayor R. Rex Parris was first introduced to BYD executives by then-Los Angeles County Supervisor Michael Antonovich.

After learning of the company’s desire to enter the U.S. Market, Mayor Parris and City staff worked with their team to craft a custom incentive package that included a 106,000-square-foot former RV manufacturing facility. Years of discussion and relationship building ensued before BYD officially announced its decision to open not one, but two manufacturing locations in Lancaster. In addition to the 106,000-square-foot bus manufacturing plant, they established a 44,000-square-foot energy storage system manufacturing facility in Lancaster.

BYD has since received millions of dollars in grant funding for its top-of-the-line electric technology and secured major contracts with organizations across the country. The City also helped facilitate their partnership with such local agencies as the Antelope Valley Transportation Authority, with which BYD recently signed a contract to replace all of Los Angeles County’s transit fleet in the United States.

BYD has been particularly emblematic of the success the City’s steady rise as a frontrunner in the alternative energy arena. This expansion of BYD’s electric vehicle manufacturing facility is a true testament to the commitment of BYD to the southern California region; California; and indeed this nation. We are proud to be home to this great company.”
2017 COMMUNITY MILESTONES

1. **Hotels Extend TIDB 5 Years** • Following a 29% increase in occupancy since the Tourism Based Improvement District’s inception, Lancaster’s nine Destination Lancaster hotels unanimously voted to renew the BID – a demonstration of how valuable the program is to their business.

2. **Auto Mall Gears Up for Growth** • Construction began on the largest Dodge Truck Center in America, “Ram of the West,” and some widely-respected dealers have significantly invested in the Auto Mall. Notably, TACarGuy Mike Sullivan has added Lancaster Honda/Subaru to his long list of dealerships, including Porsche South Bay and Lexus Santa Monica. His team will expand the Honda store and build a brand-new Subaru showroom. Similarly, a San Jose-based auto group purchased/rebranded what is now Toyota of Lancaster, with big plans to grow the business.

3. **BLVD Recognized by State as Cultural District** • The BLVD was named one of fourteen “California Cultural Districts” by the State’s California Arts Council. Other recognized Cultural Districts include Balboa Park in San Diego, the San Pedro Waterfront and Little Tokyo.

4. **Retail Renaissance at 10th and K** • Construction began on a new commercial center at the northwest corner of Avenue K and 10th Street West. Several popular brands are already confirmed to locate in the center.

5. **Aldi Celebrates Grand Opening** • Aldi celebrated the grand opening of its first Lancaster location – which is also the first store to open in the new shopping center on Avenue J and 20th Street East.

6. **Learn4Life Opens 100,000-square-foot Headquarters** • Learn4Life, which currently serves 40,000 at-risk students throughout the state and beyond, celebrated the grand opening of its new headquarters, located in the Lancaster Business Park.

7. **Lancaster’s Landscape Makes National Lists** • Lancaster’s Poppy Reserve was named one of the 20 Most Beautiful Places in America by JetSetter. MSN also included Lancaster in its list of the 50 Most Underrated Attractions in the U.S.

8. **Lance Camper Hires Up To 650** • RV manufacturer Lance Camper is currently ramping up to 650 employees and more than 200,000 SF in the Lancaster Business Park to accommodate the overwhelming and continuously growing demand for its campers.

9. **Hospital Votes Yes on Measure H** • Measure H was passed, enabling Antelope Valley Hospital to take its 62-year-old facility, and better positioning the hospital to partner with the City on Medical Main Street.

**2018 POPULATION ESTIMATE**

- 2010 Census Population: 182,386
- 2023 Projection: 213,676

**POPULATION CHARACTERISTICS**

- Median Age: 32.8
- Spanish Speaking: 19.42%

**POPULATION BY ORIGIN**

- Not Hispanic or Latino: 56.79%
- Hispanic: 43.21%

**AVERAGE HOUSEHOLD INCOME**

- 93534: $69,417
- 93535: $31,224
- 93536: $56,551

**EDUCATION (age 25+)**

- High School Diploma: 17.47%
- Some College, no degree: 27.88%
- Associate’s Degree: 8.95%
- Bachelor’s Degree: 9.87%
- Master’s Degree: 4.33%
- Professional School Degree: 0.76%
- Doctoral Degree: 0.51%

**WORKFORCE (age 16+ by occupation)**

- Architect/Engineer: 2.64%
- Arts/Entertain/Sports: 1.56%
- Building Grounds Maint: 4.42%
- Business Financial Ops: 3.03%
- Community Soc Svcs: 2.43%
- Computer/Mathematical: 1.56%
- Construction/Extraction: 6.96%
- Edu/Training/Library: 5.90%
- Farm/Fish/Forestry: 0.56%
- Food Prep/Serving: 4.82%
- Health Practitioner/Tech: 6.27%
- Healthcare Support: 2.83%
- Maintenance Repair: 4.06%
- Legal: 0.48%
- Life/Phys/Soc Sociology: 0.35%
- Management: 8.75%
- Office/Admin Support: 13.16%
- Production: 4.62%
- Protective Services: 2.79%
- Sales/Related: 10.87%
- Personal Care/Service: 4.85%
- Transportation/Moving: 6.86%

**SOURCE:** Claritas via Environics Analytics

**Included zip codes are:** 93534, 93535, & 93536

**Learn4Life, which currently serves 40,000 at-risk students throughout the state and beyond, celebrated the grand opening of its new headquarters, located in the Lancaster Business Park.**
“One of the many things that sets the Academy apart from other educational programs is our close connection to the community. Our partnerships with the City of Palmdale and with many friends in local industry benefit our students and enrich our community. The Palmdale Aerospace Academy’s success is proof that connecting school to local workforce opportunities actually works!”

– Dr. Laura Herman, Headmaster
The Palmdale Aerospace Academy

The Palmdale Aerospace Academy opened the doors of its brand new campus located at Palmdale Blvd. and 35th St. East. Serving 1,650 students in grades 6-12, the charter school a joint venture between the Palmdale School District, City of Palmdale and Aero Institute to develop the next generation of aerospace and technology workers.

The Palmdale Power Plant’s redesigned plan for a natural gas powered “peaker” plant was approved by the California Energy Commission and issued a permit by the EPA. As a “peaker” plant, it will provide power to the grid to balance use and fluctuations. Construction could begin as early at 2019.

Guidance Charter School construction continued as students, teachers, staff and family signed metal beams were raised onto the framework for the new school’s administration building, located at Avenue R. and 40th St. East. The school’s first phase is expected to open in 2018 for sixth- through 12th-grade students.

Palmdale was ranked 78th in the top cities in America to start a family, according to a recent study by LendEDU. com. The report ranked the 350 most populated cities in the United States across four parameters to identify the top cities for starting a family: education quality; cost of first home purchase; safety; and percentage of young families in the population. Palmdale received a score of 111, which placed it as the 20th best in California and 78th best in the country.

The Keck School of Medicine at the University of Southern California opened a facility inside the Palmdale Medical Plaza at Palmdale Regional Medical Center. The office offers care for urology, colorectal and breast cancers.
Palmdale welcomed The Antelope Valley Mall demographics convenient, affordable and active. work, play and maintain lifestyles that are neighborhoods with more transportation incomes. Palmdale’s vision is to create pedestrian/bicycle/public transit friendly Speed Rail station, it will create walkable, location for the City’s future California High Transportation Center and the proposed the public. City’s future California High Transportation Center and the proposed location for the City’s future California High Speed Rail station, it will create walkable, pedestrian/bicycle/public transit friendly communities for people of all ages and incomes. Palmdale’s vision is to create neighborhoods with more transportation and housing choices where residents can live work, play and maintain lifestyles that are convenient, affordable and active.

2017 COMMUNITY MILESTONES

- **Palmdale welcomed** Hobby Lobby, Tractor Supply, Planet Fitness, Scuba Steve’s, Harbor Freight, Bionocos Rios, Turner’s Outdoorsman, LA Care, Katayoun, Logix, Las Originales Tortas Ahogadas, Poke junction, Que Rico, La Microcanaca Ice Cream Parlor (2nd location), Razel Ramen, Poke to Me, PCH Scuba, Pampered Pooch, Everything Hair Boutique, Keck Medicine, Fatima Catholic Store, Mama’s Kitchen, O’Reilly Auto Parts, Overdid It!

- **The Antelope Valley Mall added** Dog Haus, Sport Clips, Journeys Kidz, Pink, Box Lunch and Grill Guys, while remodeling and expansion took place at Hollister, Victoria’s Secret, Journey’s, Wetzel’s Pretzels, Bath & Body Works, Lids and T-Mobile.

CITY OF PALMDALE BUSINESS / INDUSTRIAL PARKS

<table>
<thead>
<tr>
<th>Park Name</th>
<th>Location</th>
<th>Total Acreage</th>
<th>Zoning</th>
</tr>
</thead>
<tbody>
<tr>
<td>Challenger Business Park</td>
<td>Palmdale Blvd. &amp; 5th St. W.</td>
<td>10 acres</td>
<td>Commercial</td>
</tr>
<tr>
<td>Fairway Business Park</td>
<td>Avenue O &amp; Division Street</td>
<td>115 acres</td>
<td>Business Park / Mixed</td>
</tr>
<tr>
<td>Freeway Business Center</td>
<td>State Highway 14 &amp; Ave N</td>
<td>115 acres</td>
<td>Commercial</td>
</tr>
<tr>
<td>Palmdale Industrial Park</td>
<td>Sierra Hwy &amp; Ave. M</td>
<td>400</td>
<td>Industrial</td>
</tr>
<tr>
<td>Palmdale Trade &amp; Commerce Center</td>
<td>10th West &amp; Rancho Vista Blvd.</td>
<td>746 acres</td>
<td>Commercial</td>
</tr>
<tr>
<td>Park One Industrial Park</td>
<td>Rancho Vista Blvd. &amp; 10th Street East</td>
<td>10 acres</td>
<td>Commercial</td>
</tr>
<tr>
<td>Sierra Business Park</td>
<td>10th West &amp; Avenue M-4</td>
<td>30 acres</td>
<td>Commercial</td>
</tr>
<tr>
<td>Sierra Gateway Park</td>
<td>Avenue O-8 &amp; Sierra Hwy</td>
<td>133 acres</td>
<td>Commercial</td>
</tr>
</tbody>
</table>

CITY PROFILE

**2018 REPORT**

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td>Population</td>
<td>181,749</td>
<td>164,057</td>
<td>192,958</td>
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**POPULATION CHARACTERISTICS**

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<tr>
<th>Race/Ethnicity</th>
<th>Median Age</th>
<th>Spanish Speaking</th>
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<tbody>
<tr>
<td>Not Hispanic or Latino</td>
<td>32</td>
<td>35.28%</td>
</tr>
<tr>
<td>Hispanic</td>
<td></td>
<td>58.58%</td>
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**POPULATION BY ORIGIN**

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<tr>
<th>Race</th>
<th>Percentage</th>
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<tr>
<td>White Alone</td>
<td>46.51%</td>
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<tr>
<td>Black or African American</td>
<td>14.28%</td>
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<tr>
<td>American Indian / Alaska Native</td>
<td>0.77%</td>
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<td>Asian Alone</td>
<td>4.44%</td>
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<tr>
<td>Native Hawaiian / other Pac. Islander</td>
<td>0.21%</td>
</tr>
<tr>
<td>Some Other Race</td>
<td>28.20%</td>
</tr>
<tr>
<td>Two or More Races</td>
<td>5.58%</td>
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**AVERAGE HOUSEHOLD INCOME**

- **93550** $55,130
- **93551** $110,773
- **93552** $66,805

**HOUSING**

- **Median Housing**
  - **93550** $243,000
  - **93551** $359,000
  - **93552** $275,000

- **Housing Units (2018 estimate)**
  - **50,529**
- **Person per Household (avg.)**
  - **3.59**
- **Homeowners (avg.)**
  - **69.1**

**EDUCATION (age 25+)**

<table>
<thead>
<tr>
<th>Education Level</th>
<th>Percentage</th>
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</thead>
<tbody>
<tr>
<td>No High School Diploma</td>
<td>31.3%</td>
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**WORKFORCE (16+ by Occupation)**

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<td>1.4%</td>
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<td>Building Grounds Maint</td>
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<tr>
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1 Core Logic/www.RealQuest.com

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1 Core Logic/www.RealQuest.com
Kern County’s population continues to grow, bolstered by a young population, growing job opportunities, and affordable home prices. According to the California Economic Forecast report, Kern County will continue to attract new residents and growth population will continue to increase. It is projected that the total population will reach up to 943,800 individuals in 2018. In regard to employment, the State of California Employment Development Department projects Kern County’s industrial employment to reach 371,900 by 2020, with educational services, health care, and social assistance contributing to the largest projected nonfarm job growth.

MILESTONES
East Kern Economic Diversification Plan • TIP Strategies, in partnership with the County of Kern and six cities in the Greater Antelope Valley, has completed an economic diversification plan, which includes goals and objectives tailored for each community in East Kern.

OEA Grant • Kern County is working on securing additional funding to ensure that the strategies identified in the East Kern Economic Diversification Plan are implemented.

Kern County College of Law • A branch of Monterey College of Law, Kern County College of Law, opened this summer and is the first law school available in Kern County.

WHAT WE DO
Kern Economic Development Corporation (Kern EDC) is a public-private partnership that brings together private businesses, education, elected officials, and non-profit organizations for the purpose of a single goal: creating a strong and diverse economy for Kern County. Kern EDC promotes the region to businesses looking for areas to expand, and works with existing local businesses to ensure they have what they need to thrive and grow here in Kern County.

Since 1988, Kern EDC has helped retain, grow, and attract businesses and jobs to Kern County. The economic base features the nation’s leading energy providers, and it regularly ranks as the three most-productive agricultural centers. In addition, other industries like transportation/warehousing, health care services, and aerospace and defense have helped create a more resilient local economy... just as the organization’s founders had hoped.

HELPING COMPANIES GROW AND CREATE JOBS • 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 California regions 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.

AdvanceKern • The Kern County Board of Supervisors approved a new economic development policy, which aims to assist, grow, and diversify the County’s economic base by expanding the number of businesses that qualify for tax incentives to attract businesses, facilities, and jobs to Kern County.

California’s Largest Solar Energy Project • Aera Energy and GlassPoint Solar announced their plan to build the state’s largest solar field at the Belridge oilfield, which is expected to produce 850 megawatts of energy annually and is expected to create over 500 jobs.

WORKFORCE DEVELOPMENT, TALENT ATTRACTION & RETENTION • Kern EDC works closely with California State University Bakersfield, our three local community colleges, and private education institutions that prepare the Kern County workforce. We help ensure that educators know what existing and new businesses are looking for in their talent.

FINANCING – ADVANCE KERN • We help businesses find and apply for financial incentives, and we connect them with grant and loan professionals. Businesses looking to relocate or expand in Kern County can find a wide variety of incentives. We direct businesses to federal, state and local economic incentives available, helping attract new jobs, investment and development.

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 • We compile labor studies, demographic data, economic vitality updates and other important information needed to objectively evaluate Kern County as a viable option for your growing business. Our website is updated often, and our bi-weekly electronic newsletter keeps the community and interested parties around the country informed about economic trends and news that affects our region.

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 these industry specific fact sheets in order to demonstrate the diverse nature of our local economy.
Moja is California’s Golden Crossroads

With two major highways, two major railroads, and an airport/spaceport with runways that can handle any aircraft or spacecraft, and 90 miles from the biggest market in the world. A business-friendly government, schools preparing current and future generations for STEM careers, great weather, and a key location in California’s Aerospace Valley offer unlimited opportunities.

Business / Industrial Efforts
Mojave works with the Kern Economic Development Corporation and GAVEA to recruit and retain business and industry that need a great location, good weather, a low-cost of living, and a trained workforce.

Business / Industrial Parks
Mojave Air & Space Port is Mojave’s industrial park and a major industrial center for East Kern and the Antelope Valley.

NEW INDUSTRIAL PROJECTS
- Stratolaunch aircraft, the world’s largest airplane, was completed and began taxi tests
- Road Machinery began construction of a heavy equipment maintenance and sales center to serve Golden Queen Mine and other large industries in the region.

COMMUNITY MILESTONES
- K Street was upgraded as a future secondary main street with solar street lights and intersection improvements on two blocks.
- A transit center will be built at K and Mono streets this year to serve five bus lines serving East Kern, Eastern California, Mojave and the Antelope Valley with connections to Metrolink and Amtrak.
- Sidewalks and solar streetlights are being installed throughout downtown Mojave to improve safety, appearance, and access.

RENEWBIZ: The RENEW Biz Grant Program assists business owners with the cost of developing or improving commercial and industrial properties within the unincorporated communities of East Kern County. It is a flexible source of competitive funding for a broad range of facade improvement activities.

To learn more, go to http://www.co.kern.ca.us/planning/pdfs/2014RENEWBizGrantApplicationHandbook.pdf

Rosamond Chamber of Commerce • 661.256.3248 • RosamondChamber.com
Rosamond Community Services District • 661.256.3411 • www.RosamondCSD.com
Rosamond Municipal Advisory Council

Mojave Chamber of Commerce • 661.824.2481 • http://www.visitmojave.org
Mojave Air and Spaceport • 661.824.2433 • https://www.mojaveairport.com info@mojaveairport.com

EDUCATION (age 25+)
- 3,836
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  - Maintenance Repair 4.81%
  - Legal 0.06%
  - Life/Phys/Soc Sociology 0.72%
  - Management 4.27%
  - Office/Admin Support 13.71%
  - Production 9.84%
  - Protective Services 2.82%
  - Sales/Related 7.46%
  - Personal Care/Service 4.09%
  - Transportation/Moving 7.96%

EDUCATION (age 25+)
- 12,706
  - No High School Diploma 18.49%
  - High School Graduate 30.89%
  - Some College, no degree 26.57%
  - Associate’s Degree 11.96%
  - Bachelor’s Degree 7.78%
  - Master’s Degree 3.21%
  - Professional School Degree 0.93%
  - Doctoral Degree 0.17%

WORKFORCE (16+ by Occupation)
- 7,497
  - Architect/Engineer 2.31%
  - Arts/Entertain/Sports 2.21%
  - Building Grounds Maint 4.93%
  - Business Financial Ops 2.96%
  - Community Soc Svcs 0.96%
  - Computer/Mathematical 3.27%
  - Construction/Extraction 10.28%
  - Edu/Training/Library 4.04%
  - Farm/Fish/Forestry 0.67%
  - Food Prep/Serving 7.23%
  - Health Practitioner/Tech 4.76%
  - Healthcare Support 2.23%
  - Maintenance Repair 8.80%
  - Legal 0.21%
  - Life/Phys/Soc Sociology 0.55%
  - Management 7.23%
  - Office/Admin Support 13.82%
  - Production 3.64%
  - Protective Services 3.92%
  - Sales/Related 6.66%
  - Personal Care/Service 2.75%
  - Transportation/Moving 6.55%

ROSAJOND

Demographics

**Included Zip codes are: 93560**

POPULATION - 2018 REPORT

<table>
<thead>
<tr>
<th>POPULATION ESTIMATE**</th>
<th>6,067</th>
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</thead>
<tbody>
<tr>
<td>2010 Census Population</td>
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</tr>
<tr>
<td>2023 Projection</td>
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POPULATION CHARACTERISTICS

- Median Age: 33.7
- Spanish Speaking: 37.74%

POPULATION BY ORIGIN

- Not Hispanic or Latino: 58.74%
- Hispanic: 41.26%

POPULATION BY ORIGIN

- White Alone: 54.33%
- Black or African American: 16.00%
- American Indian / Alaska Native: 1.32%
- Asian Alone: 1.30%
- Native Hawaiian / other Pac. Islander: 0.36%
- Some Other Race: 20.95%
- Two or More Races: 5.74%

AVERAGE HOUSEHOLD INCOME

- 93501
  - $57,731

HOUSING - 2018 Estimate

- Median Housing: $85,000
- Housing Units: 2,178
- Person per Household (avg.): 2.68
- Homeowners (avg.): 54.04%

Source: Claritas via Environics Analytics

**Included Zip codes are: 93560**

* CoreLogic/www.RealQuest.com

**Included Zip codes are: 93501**

POPULATION - 2018 REPORT

<table>
<thead>
<tr>
<th>POPULATION ESTIMATE**</th>
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</thead>
<tbody>
<tr>
<td>2010 Census Population</td>
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</tr>
<tr>
<td>2023 Projection</td>
<td>21,073</td>
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POPULATION CHARACTERISTICS

- Median Age: 33.7
- Spanish Speaking: 25.66%

POPULATION BY ORIGIN

- Not Hispanic or Latino: 61.04%
- Hispanic: 38.96%

POPULATION BY ETHNICITY

- White Alone: 55.43%
- Black or African American: 8.62%
- American Indian / Alaska Native: 1.15%
- Asian Alone: 3.93%
- Native Hawaiian / other Pac. Islander: 0.40%
- Some Other Race: 22.85%
- Two or More Races: 7.62%

AVERAGE HOUSEHOLD INCOME

- 93560
  - $74,832

HOUSING - 2018 Estimate

- Median Housing: $85,000
- Housing Units: 2,178
- Person per Household (avg.): 2.97
- Owner-Occupied: 68.16%

Source: Claritas via Environics Analytics

**Included Zip codes are: 93560**

* CoreLogic/www.RealQuest.com

**Included Zip codes are: 93501**

E.33
ELECTED OFFICIALS

Jennifer Wood
Mayor

J. Carlos Gomez
Mayor Pro Tem

Councilmembers
Chuck McGuire,
Donald Parris,
Eugene Stump

COMMUNITY CONTACTS

Bob Stockwell
City Manager
760-373-7170

Alexia Svejda
Chamber of Commerce
760-373-8676

FIVE UNIQUE THINGS
About California City:

1. 350 plus days of sunshine with low humidity
2. Easy access from Hwy's 14, 58, and 395
3. Within 100 miles of 4 million consumers
4. Full service, business friendly City, open five days a week
5. 203 miles in City boundaries (There is a place for everyone)

COMMUNITY TREND

Embracing the Cannabis Industry - After months of community input, well-crafted medical cannabis ordinances were added to the city's municipal code. This new, legalized industry in CA will bring cultivation and manufacturing, processing, transportation, security, research and other support businesses to the City. In turn, creating jobs, driving infrastructure improvements and expansion as well as significant tax revenue that will be recirculated throughout the City again and again.

The influx of businesses and industry moving to California City is spurring the construction business. Homes are being built, ground has been broken on several production and grow facilities, and a shopping center is under construction. This is a trend that will continue in 2018. Grants and business growth are contributing to robust infrastructure upgrades and expansion.

CITY OF CALIFORNIA CITY
BUSINESS / INDUSTRIAL PARKS

California City Airport Business Park
Location: California City Municipal Airport
Total Acreage: 40 acres
Zoning: Industrial and M1

“We are within a two hour drive of world class museums, entertainment, shopping and beaches to the south, or the incredible High Sierras to the north. One of the gems of the state park system is just twenty minutes to the north. California City, with its clean air and water, low traffic, low cost of living and endless vistas, recreation and nature outside the backdoor, is an amazing place to live and conduct business in”

Alexia Svejda,
President California City Chamber of Commerce
CITY PROFILE  
2018 REPORT**

2018 POPULATION ESTIMATE**  15,098
2010 Census Population  13,792
2023 Projection  16,026

POPULATION CHARACTERISTICS
Median Age  34.38
Spanish Speaking  17.70%

POPULATION BY ORIGIN
Not Hispanic or Latino  61.87%
Hispanic  38.13%

POPULATION BY ORIGIN
White Alone  56.48%
Black or African American  18.61%
American Indian / Alaska Native  0.92%
Asian Alone  2.43%
Native Hawaiian / other Pac. Islander  0.42%
Some Other Race  14.50%
Two or More Races  6.64%

AVERAGE HOUSEHOLD INCOME  $ 64,603
93505  $ 64,603

HOUSING - (Dec. 2017)
Median Housing  $ 125,000
Housing Units (2018 estimate)  4,772
Person per Household (avg.)  2.77
Homeowners (avg.)  60.79%

EDUCATION (age 25+)
No High School Diploma  21%
High School Graduate  32.39%
Some College, no degree  28.94%
Associate’s Degree  7.22%
Bachelor’s Degree  6.96%
Master’s Degree  3.16%
Professional School Degree  0.24%
Doctoral Degree  0.10%

WORKFORCE (16+ by Occupation)
Architect/Engineer  1.51%
Arts/Entertain/Sports  3.65%
Building Grounds Maint  5.99%
Business Financial Ops  3.46%
Community Soc Svcs  0.05%
Computer/Mathematical  2.56%
Construction/Extraction  5.26%
Edu/Training/Library  5.41%
Farm/Fish/Forestry  1.51%
Food Prep/Serving  3.19%
Health Practitioner/Tech  2.02%
Healthcare Support  2.14%
Maintenance Repair  5.34%
Legal  0.51%
Life/Phys/Soc Sociology  0.39%
Management  8.11%
Office/Admin Support  12.94%
Production  5.60%
Protective Services  8.97%
Sales/Related  11.18%
Personal Care/Service  4.04%
Transportation/Moving  6.12%

SOURCE: Claritas via Environics Analytics
**Zip code of California City is 93505
1 Core Logic/www.RealQuest.com

2017 COMMUNITY MILESTONES

1. California City Whiptails • Secured a professional, independent league baseball team.
2. Rio Tinto Field • at Balsitis Park upgraded to accommodate professional level baseball
3. Airport Improvements • $985,000.00 in grants led to the redesign and complete refurbishing of all airport taxiways.
4. Water Infrastructure Improvements • $1.5mil reconfiguration of water system to regulate pressure to reduce strain on water infrastructure.
5. 2.298MW Solar farm • Completed allowing for a $50,000 power purchase agreement for the City.
6. Park Improvements • Awarded a $262,800 community development grant for improvements to Balsitis Park.
7. Road Improvements • Completed road improvements and sidewalks in Hacienda Blvd school zone thanks to a $320,000 grant, another $312,000 awarded for a repaving project and $1,271,978 for the Meniburu extension.
8. FVIWMP • Awarded $846,000 in planning grants for the development of the Fremont Valley Integrated Water Management Plan (FVIWMP).
9. Fire Station • Construction of the new $2.4 million Fire Station was completed.
10. Visitors Center • The City’s Visitors Center caters to the needs of all outdoor enthusiasts, and information is now also available 24/7 via the website www.californiacitychamber.com/tourism/
11. Defense Access Roads Grant • City participates with multiple agencies to aid in the Edwards AFB submittal of the Defense Access Roads Grant to connect the base’s State Highway S8 interchange to California City Blvd.
GREATER TEHACHAPI

WEBSITE
www.liveuptehachapi.com
115 South Robinson Street
Tehachapi, California 93561
661-822-2200

ELECTED OFFICIALS
Ed Grimes
Mayor
Susan Wiggins
Mayor Pro Tem
Councilmembers
Phil Smith,
Dennis Wahlstrom,
Kenneth R Hetge

COMMUNITY CONTACTS
Greg Garrett
City Manager
661-822-2200 x105

Corey Costelloe
Assistant to the City Manager,
Economic Development Director
661-822-2200 x121

COMMUNITY TRENDS

Tehachapi has positioned itself as the hub of East Kern with an elevated location, unique lifestyle and quality of life standards that are paving the way for a promising future. As is the case with its neighbors, Tehachapi plays a contributing role in the region’s success. Home to a diverse economy, the people of Tehachapi drive the workforce of much of East Kern as our residents can regularly be found working at Rio Tinto in Boron, the local renewable energy sites, aerospace and defense locations throughout East Kern and the Antelope Valley.

Tehachapi’s placement on the mountains above both the Antelope and San Joaquin Valleys provides ample opportunity to job placement, proximity to major attractions and the ability to plan for a smarter future.

Tehachapi’s economy benefits from forward-thinking, proper planning and the smart city concept that isn’t limited to technological advancements. Each part of what makes Tehachapi a successful economic area is tied to the approach that today’s decisions will benefit the City and region with long-term benefits.

Being a desirable place to call home has made Tehachapi’s housing market very successful over the last several years. Sales numbers in Tehachapi included an average sale price of over $275,000 in 2017 with all sales prices being within 97% of the listing price, showing value and demand for the inventory.

Smart planning also plays a part in the housing market. While home building continues to proceed at a steady pace, the City of Tehachapi has taken an active approach to attract developers to the area. This includes showcasing the City’s transect zoning code which leads to more-pleasing housing that fits into the community surroundings.

2017 helped lay the groundwork for what will be a historical 2018. Walmart has started construction on a 119,000 sq.-foot development that is expected to not only bring over 200 new jobs to the area, but pave the way for additional retailers and restaurants to invest into the community.

“Bank of the Sierra continues to see solid deposit growth throughout the Tehachapi community, which can be attributed to the continued steady population growth that has transpired over the past several years. Growth can also be seen in the large commercial businesses that have moved into town, and the many projects breaking ground throughout the community, this trend appears to be continuing. This growth has spurred the start-up of many small businesses that serve as the backbone for success for a community bank such as Bank of the Sierra.”

Bruce A. Hamlin,
Market President,
Tehachapi Area Bank of the Sierra

Bank of the Sierra
Keep Climbing

22
COMMUNITY INITIATIVES FOR SMART GROWTH

1. **Healthcare** continues to be one of the fastest-growing job industries in Kern County with Tehachapi keeping pace. Adventist Health Tehachapi Valley will be opening a $100 million facility in 2018 bringing a new level of care to the area.

2. **Commercial and Retail Development** Continues to thrive, in 2017 building permits were valued at over $16 million, up from $7.5 million in 2016. Housing prices in the Greater Tehachapi area increased 14% in 2017 as well.

3. **Partnering** with the right business owners and franchises that make the most sense for the community is a top priority. Tehachapi is currently home to five of the top 30 franchises in America according to LoveMoney.com (McDonald’s (2), Dunkin’ Donuts, UPS Store, ReMax, Taco Bell). Three others on the list are anticipated to expand into the Tehachapi market in the next two years.

4. **New retailers** such as Walmart and Flying J adhere to specific building standards and services that are atypical of a normal location, making their Tehachapi stores unique.

5. **Tehachapi enjoys a relatively-low unemployment rate**, with that comes the challenge of meeting the job demand of the region. Tehachapi is leveraging educational-relationships to help create the next generation of workforce.

6. **Small business outreach and collaboration** make Tehachapi the perfect location to fulfill business ownership dreams.

Jeff Lingerfelt, President & CEO of Adventist Health Tehachapi Valley

**I am honored to work with the dedicated, compassionate staff at Adventist Health as we bring a state-of-the-art, 25-bed, critical-access hospital to the Tehachapi Valley. We know this new hospital – along with our rural clinic health services – will make a lasting and positive impact in this community.”**
ELECTED OFFICIALS
Margaret “Peggy” Breeden
Mayor
Mike Mower
Mayor Pro Tem
Eddie B. Thomas
Vice Mayor
Councilmembers
Lindsey Stephens,
Wallace Martin

COMMUNITY CONTACTS
Phenvana Panpradith
Economic Development Director
760-499-5061

RIDGECREST
WEBSITE
www.ridgecrest-ca.gov
100 W California Ave
Ridgecrest, CA 93555
760-499-5000

Ridgcrest is growing in every way,
from new jobs to the expansion of our Regional Hospital,
from new manufacturing opportunities in high tech
industries like unmanned aerial systems to internet medicine
and robotics. The new Super Walmart NOW OPEN and new
commercial...

ONE-MINUTE TOURIST VIDEO SERIES RELEASED
In an ongoing effort to build and strengthen the Ridgecrest
Economy, the IWV Economic Development Corporation
(EDC) is proud to announce the newest release in a series of
online videos.

“The One Minute Tourist” series currently includes six
short videos showcasing nearby tourist attractions. The
series is available for viewing and sharing on YouTube and
will also be included on websites for various community
organizations,” said Scott O’Neil, EDC Executive Director.
“These videos are designed for visitors, or anyone else,
interested in learning what there is to see when visiting
Ridgcrest. Watching these videos reminded me of all the
great things there are to do so close to our community and
hopefully will prompt people to visit the sites in person.”

Locations featured in the videos include Randsburg, Whitney
Portals (view below), Fossil Falls, Death Valley, and the
beautiful Trona Pinnacles.

According to SpringHill Suites Marriott General Manager,
Dan Spurgeon, “Hotel Travelers love to see attractions rather
than read about them. The videos produced by IWV EDC
does exactly that, these videos show why Ridgcrest is the
Hub for great desert adventures. Please promote and share
these videos.” The IWV Economic Development Corporation
is committed to promoting diversity and supporting the
needs of the entire community.

The IWV EDC is a growing group of “Ordinary People doing
Extraordinary Things,” and they invite you to join with them.
Funding for the video series came from a grant through the
Kern County Board of Trade.

“These are exciting times for the IWV/Ridgecrest communities.
We have largely a new business development enterprise with new
leaders and renewed energy and ideas. Together we provide a very
broad approach that addresses
opportunities in retail, services,
industry, and quality of life.
The region is growing, which is
underpinned by the expansion of
our largest employers: the Naval
Air Warfare Center, the Ridgecrest
Regional Hospital, Cerro Coso
Community College, and Sierra
Sands Unified School District.”

Scott O’Neil, Executive Director,
Indian Wells Valley Economic
Development Corporation
CITY OF RIDGECREST
BUSINESS / INDUSTRIAL PARKS

Ridgcrest Business Park
Location: China Lake Blvd. & Ward Avenue
Total Acreage: 63 acres
Zoning: Professional/Light Industrial

Ridgcrest Industrial Park
Location: West Ridgcrest
Total Acreage: 81 acres
Zoning: Light Industrial/Mixed

INYOKERN
Inyokern Airport Industrial District
Location: Inyokern Blvd.
Total Acreage: 40
Zoning: Light Industrial/Mixed

MILESTONES

• Opening of the new Super Walmart, with over 200,000 square foot of retail space.

• NOW OPEN 33,000 square foot Tractor Supply store

• NOW OPEN a 15,000 square foot Harbor Freight Tool store.

• Approval of a new 26.4 acre Entertainment Center to include a casino, hotel, restaurant and family entertainment center.

• New jobs and hiring at China Lake Naval Weapons Center.

• A second Starbucks location, with “Drive Thru”, closer to Naval Base now under construction.

• Opening of a new Mental Health Clinic, a 3,100 square foot facility.

• Approval for a NEW 23,000 square foot Emergency Department and Urgent Care Center.

• Expansion of Heliport will be moved closer to China Lake Blvd.

• NEW 7,500 square foot Cancer Center with Oncology Examination Center and Chemotherapy Unit.

• Burroughs High School Football Team played for the Division 9 CIF title game on their home field.

CITY PROFILE
2018 REPORT**

2018 POPULATION ESTIMATE** 33,723
2010 Census Population 32,938
2023 Projection 34,427

POPULATION CHARACTERISTICS
Mediand Age 36.39
Spanish Speaking 10.80%

POPULATION BY ORIGIN
Not Hispanic or Latino 80.45%
Hispanic 19.55%

White Alone 75.87%
Black or African American 3.80%
American Indian / Alaska Native 1.33%
Asian Alone 4.10%
Native Hawaiian / other Pac. Islander 0.47%
Some Other Race 7.75%
Two or More Races 6.68%

AVERAGE HOUSEHOLD INCOME
93555 $ 85,502

HOUSING - (Dec. 2017)
Median Housing 174,000
93555 $ 174,000
Housing Units 13,347
Person per Household (avg.) 2.52
Homeowners (avg.) 64.28%

EDUCATION (age 25+)
No High School Diploma 9.82%
High School Graduate 25.42%
Some College, no degree 25.70%
Associate’s Degree 9.42%
Bachelor’s Degree 20.65%
Master’s Degree 7.07%
Professional School Degree 0.94%
Doctoral Degree 0.98%

WORKFORCE (16+ by Occupation)
Architect/Engineer 6.62%
Arts/Entertain/Sports 3.15%
Building Grounds Maint 3.65%
Business Financial Ops 3.72%
Community Soc Svcs 0.74%
Computer/Mathematical 8.54%
Construction/Extraction 6.29%
Edu/Training/Library 4.48%
Farm/Fish/Forestry 0.48%
Food Prep/Serving 5.64%
Health Practitioner/Tech 3.27%
Healthcare Support 1.33%
Maintenance Repair 5.16%
Legal 0.36%
Life/Phys/Soc Sociology 1.80%
Management 8.39%
Office/Admin Support 11.59%
Production 5.32%
Protective Services 1.30%
Sales/Related 7.86%
Personal Care/Service 3.66%
Transportation/Moving 4.67%

SOURCE: Claritas via Environics Analytics
**Zip code of Ridgecrest is 93555
Core Logic/www.RealQuest.com
ECONOMIC DEVELOPER CONTACT LIST
AT A GLANCE

GREATER ANTELOPE VALLEY ECONOMIC ALLIANCE
www.SoCalLeadingEdge.org

Kimberly Maevers, President
kmaevers@SoCalLeadingEdge.org
661.722.6566

CITY OF LANCASTER
www.cityoflancasterca.org

Chenin Dow, Economic Development Director
cdow@cityoflancasterca.org
661.723.6128

CITY OF PALMDALE
http://www.cityofpalmdale.org/

Mark Oyler, Economic Development Manager
moyler@cityofpalmdale.org
661.267.5125

LOS ANGELES COUNTY 5TH DISTRICT SUPERVISOR
KATHRYN BARGER
http://bos.lacounty.gov/

Donna Termeer, Field Representative, 5th District
dtermeer@bos.lacounty.org
661.726.3600

LOS ANGELES ECONOMIC DEVELOPMENT CORPORATION
www.LAEDC.org

Daina Moore, District Manager, Business Assistance & Development
daina.moore@laedc.org
213.399.5933

Carrie Rogers, Senior Vice President, Business Assistance & Development
carrie.rogers@laedc.org
213.236.4824

NORTH LOS ANGELES COUNTY COMMUNITIES:

1. CITY OF LANCASTER
www.cityoflancasterca.org

Chenin Dow, Economic Development Director
cdow@cityoflancasterca.org
661.723.6128

2. CITY OF PALMDALE
http://www.cityofpalmdale.org/

Mark Oyler, Economic Development Manager
moyler@cityofpalmdale.org
661.267.5125

KERN COUNTY

1

2
CITY OF CALIFORNIA CITY
www.californiacity-ca.gov/CC/

Robert Stockwell, City Manager
citymgr@californiacity.com
760.373.7170

California City Economic Development Corp.
californiacityedc.org

Anna Linn
alinncaliforniacity-ca.gov
760.373.7482

CITY OF RIDGECREST
www.ridgecrest-ca.gov

Phenvana Panpradith “Pen”,
Economic Development Manager
ppanpradith@ridgecrest-ca.gov
760.499.5061

CITY OF TEHACHAPI
www.liveuptehachapi.com

Corey Costelloe, Economic Development Coordinator
ccostelloe@tehachapicityhall.com
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GREATER TEHACHAPI ECONOMIC DEVELOPMENT CORP.
www.tehachapiedc.com

Lydia Chaney, President
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KERN ECONOMIC DEVELOPMENT CORP.
www.kedc.com

Richard Chapman, President
chapmanr@kedc.com
661.862.5161

KERN COUNTY
www.co.kern.ca.us

Teresa Hitchcock, Chief Deputy County
Administrative Officer
hitchcockt@co.kern.ca.us
661.868.3161

ROSAMOND COMMUNITY SERVICE DISTRICT
www.rosamondcsd.com

Ronald Smith, General Manager
rsmith@rosamondcsd.com
661.256.3411
Southern California’s Leading Edge offers a trifecta of advantages for growing businesses

Nowhere else in California will you find all three

There are places in California where you may find more raw land than along the Leading Edge, but you’ll be hard-pressed to find the trained workforce you need to run a growing business. You can sometimes spend a little less on land or buildings, but you’d likely be well away from the action. You can even find a few places where you are right in the thick of things, but you’ll pay a steep price for the privilege.

Those interested in finding the perfect mix of available land and labor and more affordable prices while still maintaining close proximity to the dynamic Southern California market with its 24 million consumers, will find just what they are looking for along The Southern California’s Leading Edge.
The Antelope Valley has more available land in close proximity to major markets than anywhere else in California. As of January 2018, the region had more than 6,500 acres of commercial land on the market including raw land as large as 650 acres down to improved parcels of under an acre. At last count there were hundreds of separate parcels on the market, ready to lease or purchase.

Compare that to the Bay area, where it is difficult to find a parcel large enough to create a mini-mart, let alone a new manufacturing facility. Or, to the Inland Empire, where much of the available land is closer to Nevada or Arizona than it is to Los Angeles.

While industrial/flex inventory is tight throughout the state, builders in the Antelope Valley are actively building new product to accommodate the demand.

Whether you need land, industrial, office or retail property, you’ll likely find the space you need along Southern California’s Leading Edge.

**LOS ANGELES COUNTY**

Northern Los Angeles County has been recognized in the press as “one of the last great growth opportunities in Southern California.” Thanks to its pro-business attitude, available real estate and motivated workforce, North LA County is now a prime location for growing businesses.

**Lancaster**

Long known for its abundant commercial and industrial properties, the city’s new healthcare district is preparing 100 acres of prime real estate adjacent to Antelope Valley Hospital for fast-track availability with EIR and entitlements in place. Today, Lancaster has more than one million square feet of retail, industrial and office space available.

**Palmdale**

With more than 100 square miles, the City of Palmdale offers businesses the room required to succeed in Southern California. Planning is underway on a new conference center, wellness center, and a fast-start flexible power plant.

**KERN COUNTY**

Eastern Kern County is famed for its intermodal transport system. Both BNSF and Union Pacific provide rail services which convey goods to and from this thriving market. The region also hosts its own foreign trade zone, making it ideal for globally minded businesses.

**California City**

As one of the state’s largest cities, geographically, California City covers more than 203 square miles offering businesses plenty of room to grow. Currently, 933 acres are zoned commercial, with 70 additional acres recently rezoned expressly for manufacturing.

**Ridgecrest**

The City of Ridgecrest offers innovative businesses ready access to the talent and tools offered by key local, state and federal resources. With plenty of space to build your business and provide families with a great quality of life, Ridgecrest should be on every company’s short list of expansion locations.

**Tehachapi**

Located along the key East-West corridor of Highway 58, Tehachapi is a prime spot for trade and commerce. Planning is well underway for nearly 300,000 square feet of retail space which includes a regional Walmart Center. On the northern side of Route 58, the Capital Hills project is opening up nearly 2,000 acres within its specific plan area.
With availability comes more competitive price tags. The Antelope Valley has some of the most affordable real estate you'll find anywhere near a major metro area. Antelope Valley prices are often half that found within the LA Basin, yet the region is easily accessible to all Southern California offers.

With a lower cost of living, the Leading Edge also enjoys much more competitive labor costs. Since many skilled workers commute to jobs outside the region, these workers are anxious to find jobs closer to home and family.

Thanks to lower housing prices, homeownership rates are significantly higher, making for a more stable and happy workforce. For employers, this means you’ll likely experience lower turnover and greater loyalty among your staff.

**LOS ANGELES COUNTY**
In addition to its favorable property prices, Los Angeles County offers a number of free services which can help businesses thrive in Northern Los Angeles County. The county’s Small Business Concierge Program offers complimentary consultations to businesses seeking to set up shop in unincorporated areas of the county.

**Lancaster**
Affordable real estate, both residential and commercial are hallmarks of this city of 160,000. Home prices are 60% lower than those in Los Angeles, while average retail and office rates are often half those found elsewhere in Southern California. Improved industrial land is even better, priced up to 90% lower than LA prices.

**Palmdale**
You'll find the costs to construct and operate a business in Palmdale are well below those found within cities in the LA Basin. This, coupled with attractive residential and commercial property prices make Palmdale a sound choice for any business.

**KERN COUNTY**
Recognized as having the most affordable housing market in all of California by Demographia’s Affordability Survey, Kern County also offers a highly affordable business climate with its cost of doing business index well below the national average.

**California City**
With some of the most affordable housing in the state, California City also offers residents a great quality of life. On the business side, California City has seen a substantial uptick in activity as more than 300 businesses have sought permits since the passage of Prop 64.

**Ridgecrest**
With higher disposable income and lower overall housing costs, Ridgecrest is among the area’s best value for business. The median sales price for homes in Ridgecrest is well below $200,000 while household income tops $64,000. Your dollar goes further in Ridgecrest.

**Tehachapi**
In a community which takes great pride in its quality of life and small-town feel, you might be surprised to find that this mountain community offers some of the most affordable prices around. Median home prices average around $260,000. Commercial costs run low as well with connection and impact fees well below average for the region.
The Leading Edge is positioned to provide great access and connectivity. One of Southern California’s most utilized arteries, the Antelope Valley Freeway (14), runs right through the heart of the valley making a trip to the LA Basin, quick and convenient.

Both freight and passenger railways run through the valley with plans for California’s High-Speed Rail on the drawing board. With five general aviation airports, plus Mojave Air and Space Port and Palmdale Regional Airport, moving goods and people around the globe is easier than you might imagine. Two international airports and three Pacific seaports are all just minutes from the region.

Thanks to its proximity to key north-south and east-west interstates, I-5, I-10, I-15 and Hwys. 58 and 395, The Leading Edge is a popular place for logistics operations. Major retailers including Rite-Aid and Michaels Stores have built million square foot warehouses in the region while well-known foodservice distributor Sygma Networks, services thousands of restaurants from its western base in Lancaster.

With foreign trade zone designations, the region is ideal for import/export businesses. The region’s FTZ provides those in global trade with tariff advantages which can help both cash flow and the bottom line.

Come discover the sweet spot of California where availability, affordability and accessible intersect to benefit your growing enterprise.

LOS ANGELES COUNTY
With ready access to LA’s seaports and airports, Northern Los Angeles County offers FTZ advantages connecting to the number 1 Custom District in the U.S. generating in excess of $400 billion in global trade. More than 40% of all inbound containerized freight pass through its ports.

Lancaster
Located just an hour north of Los Angeles, the city offers excellent connections via SR-14, 58 and 138 as well as Interstates 5, 10 and 15. National retailers including Michaels Stores and Rite-Aid pharmacy have chosen to place million square foot warehouse facilities in Lancaster’s Fox Field Industrial Park. A $65 million interchange improvement project links freeway access to the city.

Palmdale
Palmdale is perfectly positioned to access everything Southern California is known for: beaches, ski slopes, lakes for fishing and remarkable entertainment venues. In addition to its quick freeway access, Palmdale has daily rail service, a regional airport, and future connections via high-speed rail and the High Desert Corridor which will link the region to Interstate 15.

KERN COUNTY
Kern County is accessible to 40 million consumers in under four hours. East-West travel through the county follows Highway 58 which connects into the states two primary north-south corridors Interstate 5 and State Highway 99.

California City
With direct access from both State Routes 14 and 58, California City is located at a key crossroad to the region. Nearly 7,000 tractor trailers pass through the area daily. The city also boasts daily rail service and newly updated airport facilities.

Ridgecrest
At the gateway to the eastern Sierras, Ridgecrest offers convenient access to the entire western US via Highway 395, Highway 178 and the Antelope Valley Freeway. Nearby Inyokern Airport services both corporate and private aircraft as well as filmmakers and military support operations.

Tehachapi
With 25,000 vehicles traveling Highway 58 daily, it should come as no surprise that one-third of Kern County’s workforce resides in the Greater Tehachapi area. Preferring the distinctive 4 season climate of the mountains, people commute to both metropolitan Bakersfield and the Antelope Valley for jobs and commerce.
Put simply, this is the sweet spot for business success.
Think SoCal is too pricy? 
**Head North** and watch your costs drop.

Commercial land along SoCal’s Leading Edge, can be as low as $6 per square foot, even lower in Southeast Kern Co.

Save 40%-50% on relocation or expansion costs when you drive north of Los Angeles!

A lower cost of living makes wages more attractive here, while cooperative cities are quicker to approve projects, letting you get started sooner.

**Contact us today to learn more:**

**661.722.6566**

SoCalLeadingEdge.org
“You don’t learn to walk by following rules. You learn by doing, and by falling over.”

Richard Branson  
Founder  
Virgin Galactic

“Chains of habit are too light to be felt until they are too heavy to be broken.”

Warren Buffett  
Founder  
Berkshire Hathaway

“When something is important enough, you do it even if the odds are not in your favor.”

Elon Musk  
Founder  
SolarCity, SpaceX, Tesla Motors

Some very smart & adept entrepreneurs have chosen to grow their companies along Southern California’s Leading Edge Richard Branson, Warren Buffett and Elon Musk to name a few.

Wonder why?  
For one thing, opportunities abound across this remarkable 3,000 square mile region. It’s home to countless innovations in aerospace, renewable energy, and transportation.

Costs are lower here, highly skilled workers live here, and regulations are less onerous than elsewhere. Here, there is room to grow.

Go with the Smart Money. Invest along SoCal’s Leading Edge.

Contact us today to learn more:  
661.722.6566 • SoCalLeadingEdge.org
Room to Grow
With over 3,000 square miles of open space, you’ll find room to grow.

<table>
<thead>
<tr>
<th>Stat/Area</th>
<th>Greater Antelope Valley</th>
<th>Los Angeles Co.</th>
<th>San Francisco</th>
<th>Silicon Valley</th>
<th>Orange Co.</th>
<th>San Diego Co.</th>
<th>Inland Empire</th>
</tr>
</thead>
<tbody>
<tr>
<td>Facility Costs $</td>
<td>1.20</td>
<td>2.25</td>
<td>6.97</td>
<td>3.49</td>
<td>2.02</td>
<td>2.02</td>
<td>1.52</td>
</tr>
<tr>
<td>Room to Grow</td>
<td>&lt;6,500</td>
<td>&lt;2,500</td>
<td>&gt;700</td>
<td>&gt;1,000</td>
<td>&gt;400</td>
<td>&lt;4,000</td>
<td>&lt;20,000</td>
</tr>
<tr>
<td>Available Acreage</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Housing Costs $</td>
<td>281,900</td>
<td>577,690</td>
<td>1,475,000</td>
<td>1,400,000</td>
<td>785,000</td>
<td>605,000</td>
<td>345,570</td>
</tr>
<tr>
<td>Cost of Living</td>
<td>109%</td>
<td>144%</td>
<td>192%</td>
<td>173%</td>
<td>154%</td>
<td>144%</td>
<td>113%</td>
</tr>
<tr>
<td>Labor Costs $</td>
<td>1,130</td>
<td>1,256</td>
<td>1,528</td>
<td>2,232</td>
<td>1,200</td>
<td>1,170</td>
<td>863</td>
</tr>
<tr>
<td>Available Workers</td>
<td>5.1%</td>
<td>4.5%</td>
<td>2.7%</td>
<td>2.5%</td>
<td>2.9%</td>
<td>3.3%</td>
<td>4.1%</td>
</tr>
</tbody>
</table>

Source: Cumulative comparisons of selected California regions, January 2018

Housing Costs
Homes are more affordable here – 50% lower than nearly all SoCal markets.

<table>
<thead>
<tr>
<th>Segment/Area</th>
<th>Greater Antelope Valley</th>
<th>Los Angeles Co.</th>
<th>San Francisco</th>
<th>Silicon Valley</th>
<th>Orange Co.</th>
<th>San Diego Co.</th>
<th>Inland Empire</th>
</tr>
</thead>
<tbody>
<tr>
<td>Monthly Rent $</td>
<td>1,822</td>
<td>2,670</td>
<td>3,626</td>
<td>3,761</td>
<td>3,056</td>
<td>2,571</td>
<td>1,845</td>
</tr>
<tr>
<td>Med. Sales Price $</td>
<td>281,900</td>
<td>577,690</td>
<td>1,475,000</td>
<td>1,400,000</td>
<td>785,000</td>
<td>605,000</td>
<td>345,570</td>
</tr>
<tr>
<td>Homeownership</td>
<td>54.8%</td>
<td>45.7%</td>
<td>36.6%</td>
<td>57.8%</td>
<td>57.2%</td>
<td>61.8%</td>
<td>53.5%</td>
</tr>
</tbody>
</table>

Source: U.S. Census, American Fact Finder and California Association of Realtors, 2017

Overall Advantage
Doing business on SoCal’s Leading Edge has distinct advantages.

<table>
<thead>
<tr>
<th>Type/Area</th>
<th>Greater Antelope Valley</th>
<th>Los Angeles Co.</th>
<th>San Francisco</th>
<th>Silicon Valley</th>
<th>Orange Co.</th>
<th>San Diego Co.</th>
<th>Inland Empire</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail $</td>
<td>1.44</td>
<td>2.71</td>
<td>12.28</td>
<td>4.37</td>
<td>2.30</td>
<td>2.29</td>
<td>2.10</td>
</tr>
<tr>
<td>Office $</td>
<td>1.32</td>
<td>3.25</td>
<td>6.09</td>
<td>4.79</td>
<td>2.88</td>
<td>2.90</td>
<td>1.92</td>
</tr>
<tr>
<td>Industrial $</td>
<td>.83</td>
<td>.79</td>
<td>2.53</td>
<td>1.31</td>
<td>.88</td>
<td>.87</td>
<td>.53</td>
</tr>
</tbody>
</table>

Source: Based on average monthly cost per square foot according to CBRE MarketStats, Q4 2017, and LoopNet survey of available properties

DARE TO COMPARE
Seven Important Regions of California
Cost of Living
Dollars go further here. The Bay Area’s Cost of Living is 75% higher than ours.

<table>
<thead>
<tr>
<th>Segment/Area</th>
<th>Greater Antelope Valley</th>
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<th>San Diego Co.</th>
<th>Inland Empire</th>
<th>CA</th>
<th>US</th>
</tr>
</thead>
<tbody>
<tr>
<td>Housing Affordability 1st Time Buyer</td>
<td>??%</td>
<td>50%</td>
<td>39%</td>
<td>28%</td>
<td>40%</td>
<td>45%</td>
<td>61%</td>
<td>47%</td>
<td>N/A</td>
</tr>
<tr>
<td>Housing Affordability Traditional</td>
<td>??%</td>
<td>30%</td>
<td>23%</td>
<td>16%</td>
<td>21%</td>
<td>26%</td>
<td>43%</td>
<td>28%</td>
<td>55%</td>
</tr>
<tr>
<td>Cost of Living Index</td>
<td>109%</td>
<td>144%</td>
<td>192%</td>
<td>173%</td>
<td>154%</td>
<td>144%</td>
<td>113%</td>
<td>137%</td>
<td>100%</td>
</tr>
</tbody>
</table>

Source: California Association of Realtors and Accra Cost of Living Index, 2017

Labor Costs
Thanks to lower cost of living, wages can be lower too.

<table>
<thead>
<tr>
<th>Stat/Area</th>
<th>Greater Antelope Valley</th>
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<th>San Diego Co.</th>
<th>Inland Empire</th>
<th>CA</th>
<th>US</th>
</tr>
</thead>
<tbody>
<tr>
<td>Weekly Wages $</td>
<td>1,130</td>
<td>1,256</td>
<td>1,528</td>
<td>2,232</td>
<td>1,200</td>
<td>1,170</td>
<td>863</td>
<td>1,561</td>
<td>854</td>
</tr>
<tr>
<td>Annual Mean Salary $</td>
<td>48,893</td>
<td>55,560</td>
<td>70,672</td>
<td>80,368</td>
<td>56,865</td>
<td>56,448</td>
<td>47,637</td>
<td>57,832</td>
<td>N/A</td>
</tr>
<tr>
<td>Management $</td>
<td>112,077</td>
<td>127,360</td>
<td>152,814</td>
<td>169,992</td>
<td>133,880</td>
<td>126,757</td>
<td>110,838</td>
<td>132,859</td>
<td>N/A</td>
</tr>
<tr>
<td>Business/Finance $</td>
<td>70,981</td>
<td>80,660</td>
<td>96,925</td>
<td>103,522</td>
<td>82,216</td>
<td>80,644</td>
<td>66,746</td>
<td>84,603</td>
<td>N/A</td>
</tr>
<tr>
<td>Computer, Science &amp; Math $</td>
<td>80,142</td>
<td>91,070</td>
<td>112,606</td>
<td>125,162</td>
<td>95,978</td>
<td>94,955</td>
<td>78,014</td>
<td>104,271</td>
<td>N/A</td>
</tr>
<tr>
<td>Health &amp; Life Sciences $</td>
<td>79,957</td>
<td>90,860</td>
<td>109,593</td>
<td>114,945</td>
<td>89,132</td>
<td>94,206</td>
<td>87,968</td>
<td>95,674</td>
<td>N/A</td>
</tr>
<tr>
<td>Manufacturing/Production $</td>
<td>30,756</td>
<td>34,950</td>
<td>43,836</td>
<td>43,269</td>
<td>35,816</td>
<td>39,022</td>
<td>35,763</td>
<td>37,889</td>
<td>N/A</td>
</tr>
<tr>
<td>Union Membership</td>
<td>9.8%</td>
<td>9.8%</td>
<td>9.5%</td>
<td>9.5%</td>
<td>8.9%</td>
<td>7.2%</td>
<td>13.5%</td>
<td>9.2%</td>
<td>6.5%</td>
</tr>
</tbody>
</table>

Source: California Association of Realtors and Accra Cost of Living Index, 2017

Available Workers
A significant Jobs/Housing imbalance creates a very eager workforce for employers.

<table>
<thead>
<tr>
<th>Stat/Area</th>
<th>Greater Antelope Valley</th>
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<th>San Diego Co.</th>
<th>Inland Empire</th>
<th>CA</th>
<th>US</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Workforce</td>
<td>144,700</td>
<td>5,167,500</td>
<td>2,123,208</td>
<td>1,643,400</td>
<td>1,609,800</td>
<td>1,576,900</td>
<td>2,044,620</td>
<td>19,393,900</td>
<td>160,533,000</td>
</tr>
<tr>
<td>Available Workers</td>
<td>5.1%</td>
<td>4.5%</td>
<td>2.7%</td>
<td>2.5%</td>
<td>2.9%</td>
<td>3.3%</td>
<td>4.1%</td>
<td>4.6%</td>
<td>4.1%</td>
</tr>
<tr>
<td>Commute Times (Min)</td>
<td>35</td>
<td>29</td>
<td>31</td>
<td>26</td>
<td>26</td>
<td>24</td>
<td>31</td>
<td>27</td>
<td>26</td>
</tr>
</tbody>
</table>

Source: California Employment Development Department and Bureau of Labor Statistics, 2017

To Learn More
CALL 661.722.6566
Or Visit SoCalLeadingEdge.org
FOREIGN TRADE ZONE

Federally-designated Foreign Trade Zones are U.S. Customs and Border Protection-approved locations where companies can engage in special procedures to help encourage U.S. activity by delaying or reducing duty payments on foreign merchandise.

Benefits:

- **Duty Deferral**: May avoid paying duties on imported merchandise. Duty on machinery is deferred until put into production; there is no duty paid on re-exports or scrap.
- **Inverted Tariffs/Duty Reduction**: Users may lower duty rates on goods produced;
- **Weekly Entries**: Customs and Border Protection allows the user to file weekly;
- **No Time Constraints**: Merchandise may remain in the FTZ indefinitely;
- **Customs Compliance**: Customs & Border Protection requirements and federal criminal sanctions are deterrents against theft;
- Close proximity to the ports of Los Angeles and Long Beach;
- Outstanding transportation facilities including rail and highway connections;
- A large, skilled and educated workforce;
- Affordable land and building costs;
- A one-stop, fast-track process for development;
- A cooperative local government that understands the needs of multinational businesses.

5 Reasons Why LOS ANGELES COUNTY IS THE PLACE FOR INTERNATIONAL BUSINESS:

1. A huge consumer market with 10 million people buying goods and services
2. The No. 1 Customs District in the U.S. with more than $400 billion per year in two-way trade value
3. The world's leading trade and logistics infrastructure with the two largest sea ports in America (Los Angeles and Long Beach), the Alameda Corridor rail system and the U.S.'s third most active international cargo airport, LAX
4. Networks of business executives from every country, who cultivate ties and understand the culture, so it is easy to do business here, and over 4500 foreign-owned establishments based here
5. 100 consulates located in L.A. County

Source: LAEDC.org
REGIONAL EMPLOYMENT BY INDUSTRY

Largest Employers

COMPANY ...........................................  Approx. # of Employees 2017

AEROSPACE / AVIATION
Edwards Air Force Base* ............................................. 11,457
Naval Weapons Air Station - China Lake* ................ 6,520
Northrop Grumman .................................................. 4,200
Lockheed Martin ...................................................... 3,700
NASA Armstrong Flight Research Center ................. 1,370
Scaled Composites* .................................................. 502
The SpaceShip Company ............................................. 449
Virgin Galactic ........................................................ 400
PPG Aerospace ....................................................... 280
Stratolaunch .......................................................... 250
BAE .................................................................. 145
Boeing ................................................................ 44

GOVERNMENT/CORRECTIONS
County of Los Angeles ............................................. 4,136
CA State Prison (LA County) ................................. 1,476
CA Correctional Institute (Tehachapi) .................... 1,462
California City State Prison ................................ 683
City of Lancaster ..................................................... 350
City of Palmdale ...................................................... 197
City of California City ............................................. 153
County of Kern (AV Region only) ......................... 100

EDUCATION/LEARNING
AV Uninon High School District ......................... 2,500
Lancaster School District ......................................... 2,200
Palmdale School District .......................................... 1,792
Antelope Valley College ........................................ 1,118
Westside School District ......................................... 587
Tehachapi Unified School District ....................... 518
Mojave Unified School District* ......................... 456
Southern Kern School District ................................ 436
Sierra Sands School District ................................. 400

HEALTHCARE/HOSPITALS
Antelope Valley Hospital Medical Ctr ................. 2,600
Palmdale Regional Medical Center ..................... 1,100
Kaiser Permanente .................................................. 1,000
Ridgcrest Regional Hospital .................................. 721
High Desert Health Systems* ............................... 585
High Desert Medical Group .................................... 358
Tehachapi Health District* ..................................... 260

MANUFACTURING / MINING / TRANSPORTATION
Rio Tinto Borates ................................................... 1,200
BYD ................................................................. 800
Lance Campers ...................................................... 575
Granite Construction .............................................. 400
Sun Select Produce .................................................. 310
Sysmata .............................................................. 270
Kinkisharyo International, L.L.C ......................... 258
Incotec ............................................................... 250
Deluxe Checks ...................................................... 240
AVTA / Trans Dev .................................................. 220
Morton Manufacturing ............................................. 214
Delta Scientific ....................................................... 175
Golden Queen Mining, Co ..................................... 170
Progress Rail ........................................................ 140
Lehigh Southwest Cement, Co ............................ 120
Cal Portland Cement .............................................. 120

RENEWABLE ENERGY / WASTE RECLAMATION
Southern California Edison ................................. 244
Waste Management ................................................ 207
GE Wind ............................................................. 134
World Wind & Solar .............................................. 134
TerraGen ............................................................. 88

RETAILING
Wal-Mart (5) ......................................................... 1,922
Antelope Valley Mall (All Stores) ......................... 1,800
Albertson’s (All Stores) .......................................... 682
Lancaster Auto Mall .............................................. 590
Rite-Aid Distribution Center ............................... 568
Home Depot (4) ..................................................... 550
Michael’s Distribution Center ............................. 550
Vallarta (All Stores) ............................................... 435
Lowes’s (All Stores) ............................................... 350
Target (3) ............................................................ 345
Costco ............................................................... 336
Sam’s Club .......................................................... 190
Kohls ................................................................. 150

* includes contract personnel
** includes substitutes
~ includes part-time
# Declined to provide updated count

RETAIL SALES

<table>
<thead>
<tr>
<th>COMPANY</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016%</th>
<th>2017%</th>
<th>% change '16/'17</th>
</tr>
</thead>
<tbody>
<tr>
<td>LANCAS</td>
<td>$1,603,048,500</td>
<td>$1,621,577,900</td>
<td>$1,648,958,000</td>
<td>$1,727,009,200</td>
<td>$1,779,679,500</td>
<td>3.0%</td>
</tr>
<tr>
<td>PALMDALE</td>
<td>$1,437,113,700</td>
<td>$1,508,768,200</td>
<td>$1,574,385,800</td>
<td>$1,606,795,600</td>
<td>$1,650,196,400</td>
<td>2.7%</td>
</tr>
<tr>
<td>RIDGECR</td>
<td>$254,000,000</td>
<td>$260,000,000</td>
<td>$260,000,000</td>
<td>$260,000,000</td>
<td>$283,000,000</td>
<td>9.0%</td>
</tr>
<tr>
<td>TEHACHA</td>
<td>$250,853,000</td>
<td>$282,729,000</td>
<td>$237,615,000</td>
<td>$232,944,300</td>
<td>$240,584,100</td>
<td>3.0%</td>
</tr>
<tr>
<td>CALIFORNIA CITY</td>
<td>$36,345,143</td>
<td>$32,748,969</td>
<td>$32,342,939</td>
<td>$32,423,100</td>
<td>$34,418,222</td>
<td>5.8%</td>
</tr>
</tbody>
</table>

TOTAL   | $3,581,360,343 | $3,705,824,069 | $3,753,301,739 | $3,859,172,200 | $3,987,878,222 | 5.8% |

% of Increase/Decrease | 2.61% | 3.48% | 1.28% | 2.82% |*last four quarters reported

CITY WEBSITES

Los Angeles County
2015 Top five crop commodities:

<table>
<thead>
<tr>
<th>Crop</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Woody Ornamentals</td>
<td>$61,431,000</td>
</tr>
<tr>
<td>Root Vegetables</td>
<td>$45,100,000</td>
</tr>
<tr>
<td>Bedding Plants</td>
<td>$16,936,000</td>
</tr>
<tr>
<td>Alfalfa Hay</td>
<td>$8,567,000</td>
</tr>
<tr>
<td>Dairy &amp; Livestock</td>
<td>$8,528,000</td>
</tr>
<tr>
<td><strong>Total (*)</strong></td>
<td><strong>$140,562,000</strong></td>
</tr>
</tbody>
</table>

*Which represents 76% of Los Angeles County's annual agricultural revenue.

Total Value of all agricultural production: **$187,565,880**

L.A. County Agricultural Commission
Website: [http://acwm.co.la.ca.us/](http://acwm.co.la.ca.us/)

Kern County
2015 Top five crop commodities:

<table>
<thead>
<tr>
<th>Crop</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grapes</td>
<td>$1,659,431,000</td>
</tr>
<tr>
<td>Almonds</td>
<td>$1,296,023,000</td>
</tr>
<tr>
<td>Citrus</td>
<td>$824,530,000</td>
</tr>
<tr>
<td>Milk</td>
<td>$579,714,000</td>
</tr>
<tr>
<td>Cattle</td>
<td>$308,924,000</td>
</tr>
<tr>
<td><strong>Total (*)</strong></td>
<td><strong>$4,668,622,000</strong></td>
</tr>
</tbody>
</table>

*Which represents 73% of Kern County's total agricultural revenue.

Total Value of all agricultural commodities: **$7,187,944,340**

Kern County Agricultural Commissioner
Website: [http://www.kemag.com/](http://www.kemag.com/)

U.S. Department of Agriculture Service Center
44811 N. Date Ave. Ste. B, Lancaster, CA 93534-3152
Phone: (661) 942-9549

412TH TEST WING
EDWARDS AIR FORCE BASE AND AIR FORCE PLANT 42
- The 412th Test Wing is the host wing for Edwards Air Force Base and Air Force Plant 42. Edwards AFB is 308,000-acres, or 481-square miles in the Mojave Desert in Kern, Los Angeles, and San Bernardino counties. Plant 42 consists of 4,500 acres, or seven square miles in Palmdale, Calif. where over 7,500 highly-skilled contract mission partners (including Boeing, Lockheed Martin, and Northrop Grumman) deliver combat capability to the Department of Defense.

The Wing also oversees the base’s day-to-day operations and provides support for more than 9,200 military, federal civilian, and contract personnel, in addition to almost 2,000 military family members who live on the base. Edwards AFB is also home to the U.S. Air Force Test Pilot School. Major tenants include Air Force Test Center (AFTC), NASA Armstrong Flight Research Center, and Air Force Research Laboratory’s Aerospace Systems Directorate.

Notable milestones for the 412th Test Wing in FY17 include:
- F-35 developmental testers achieve initial operational capability;
- 461st Flight Test Squadron tests U.K. weapons for F-35B;
- 481th Flight Test Squadron support enables Missile Defense Agency test success;
- Emerging Technologies Combined Test Force proof of concept experiments on use of small unmanned aircraft systems (suAS) for maintenance and facility inspections;
- Innovative use of dummies for parachute testing;
- Air Force’s first virtual medical appointments conducted at Edwards.

In addition, the 412th Test Wing successfully executed test programs for the F-35, F-22, B-1, B-2, B-52, C-17, RQ-4, and supported Foreign Military Sales programs for the F-16 and the F-15 Saudi Arabia.

BOEING COMPANY
Boeing is the world's largest aerospace company and leading manufacturer of commercial jetliners and defense, space and security systems. Boeing has nearly 14,000 employees in California, making it one of the state’s largest private employers.

In the Antelope Valley, Boeing conducts on-going flight test programs for the US Air Force including the C-17 Globemaster III air lifter, B-1 Lancer and B-52 Stratofortress bombers, and F-22 Raptor fighter on Edwards AFB. At Air Force Plant 42 in Palmdale, the Company currently is conducting the flight test program for the F-15SA, the most modern variant of the F-15 fighter being produced for Saudi Arabia as part of the largest Foreign Military Sales program in US history. The Company also supports flight testing of the F/A-18 Hornet and Super Hornet models and EA-18G Growler as well as other Navy airplanes and weapons systems at NAWs China Lake.

In 2018, as Boeing forges into its next 100 years The Company and Air Force will welcome the arrival of the KC-46A at Edwards AFB for flight test; continued testing of the 737 MAX variants; latest model of the Dreamliner, 787-10; and the return of both the P-8A and Italian KC-767 NATO aerial refueling tanker. Also in 2018, Boeing will conduct landing operations testing on the Rogers Dry Lakebed in support of the Commercial Crew Transportation System (CCTS) for NASA. Edwards AFB will be one of the five designated landing sites for the CST-100 Starliner, the first US space capsule to land on land. [www.boeing.com](http://www.boeing.com)

LOCKHEED MARTIN
A global security and aerospace company that employs approximately 97,000 people worldwide and more than 3,000 people locally. The Antelope Valley location is home to the iconic Skunk Works® known for solutions that push the state of the art in support of the nation’s most pressing needs. Working advanced development projects, the Skunk Works team is focused on innovative design, development, rapid prototyping, advanced manufacture, integration and sustainment of both manned and unmanned aircraft systems. Employees are very active in the community with emphasis on inspiring students to explore Science, Technology, Engineering and Math disciplines, and in support of military and veterans cause.

We are always looking for talented people to join our team [www.lockheedmartinjobs.com](http://www.lockheedmartinjobs.com) for more information.

MOJAVE AIR & SPACE PORT
The World’s Premiere Flight Test Facility! The 3,300 acre Mojave Air and Space Port has amassed more first flights and significant newsworthy flight activity than any other airport in the world over the past ten years. Currently home to more than 60 companies Mojave Air and Space Port and industrial park might very well be a future destination for your business.

- 12,500 feet of runway ideal for flight testing new aircraft as well as accommodating heavy aircraft.
- Dedicated rocket testing area, making Mojave an ideal location for commercial space enterprises.
- Home to the National Test Pilot School, where more test pilots are educated than any other site in the world.
- Flight research activities include endo- and exo-atmospheric craft supporting private sector and government funded projects.

Spaceships – Virgin Galactic and The Spaceship Company are manufacturing new spaceships and launch aircraft. Nearby, Scaled Composites is building and testing the world’s largest aircraft for Stratolaunch Systems, which will launch payloads into space. Masten’s Xoie vehicle is making a simulated landing and liftoff on the Moon. Rocket engines are tested here, more than any other place on the planet! [www.MojaveAirport.com](http://www.MojaveAirport.com)
NASA ARMSTRONG FLIGHT RESEARCH CENTER
- NASA Armstrong Flight Research Center FY-2016 budget was approximately $230 million. 2016 payroll reports 538 civil servants, 549 contractors and 127 student interns for FY 2016.

NASA's New Aviation Horizon initiative calls for the return of flying experimental technology demonstrators, known to the aviation enthusiasts as X-planes. The initiative lays out a plan to develop five, mostly large-scale X-planes over the next decade that will flight-test new technologies and systems as well as novel aircraft and engine configurations.

- NASA is embarking on an all-electric aircraft, the X-57 Maxwell, to validate technologies that will make aviation more efficient, quieter and more environmentally friendly.
- The return of supersonic passenger air travel over land under NASA's Quiet Supersonic Technology program, QueSST. Lockheed Martin in Palmdale will do the preliminary design.

Space & Space Technology - Managed by Armstrong, NASA’s Flight Opportunities program strives to advance the operational readiness of innovative space technologies while also stimulating the growth and use of the U.S. commercial spaceflight industry. The Flight Opportunities program provides access to space-relevant environments through the use of commercial reusable suborbital launch vehicles, rocket powered Vertical Take-off, Vertical Landing platforms, high-altitude balloons and parabolic aircraft flights.

Science - Armstrong’s hangar, Building 703, located in Palmdale, houses NASA’s airborne science aircraft (two ER-2s, DC-8, and C-20) that go around the world carrying scientific instruments and scientists for Earth observations and research for NASA’s Airborne Science program.

The center’s Global Hawk team has been working with NOAA on 3-year study on whether the aircraft will benefit research on hurricane formation. Called Sensing Hazards with Operational Unmanned Technology, SHOUT mission.

NAVAL AIR WEAPONS STATION – CHINA LAKE - Located 150 miles north of Los Angeles, NAWS China Lake’s remoteness, near perfect flying weather and practically unlimited visibility proved an ideal location, not only for testing and evaluation activities, but also for a complete research and development establishment.

Infrastructure - 2,132 buildings and facilities; 329 miles of paved roads; 1,801 miles of unpaved roads; Replacement value for the infrastructure is roughly $3 billion.

Land - China Lake represents 85 percent of the Navy’s land for RDT&E use and 38 percent of the Navy’s land holdings worldwide. In total, its two ranges and main site cover more than 1.1 million acres. As of 2010, at least 95 percent of that land has been left undisturbed.

Airspace - The 19,600 square miles of restricted and controlled airspace at China Lake makes up 12 percent of California’s total airspace and provides an unprecedented venue for integrated testing and training of today’s war fighter.

The People of NAWCWD (2016 Actuals)
- 187 Military
- 5,682 Civilian Employees
- 1,864 Contractors

NORTHROP GRUMMAN
Northrop Grumman is one of the largest private aerospace employers in the Antelope Valley. The Palmdale Center of Excellence provides the opportunity to continue its efforts of being a dedicated community partner. The site provides assembly, integration, testing and long-term maintenance capabilities for some of the world’s most advanced aircraft systems including the F-35 Joint Strike Fighter, B-2 Spirit bomber, and the RQ-4 Global Hawk and MQ-4C Triton and Fire Scout unmanned aircraft. Assets include 2 million square feet of facilities designed to support multiple aircraft programs, and an additional 1 million square feet of space being added at Air Force Plant 42; an additional 500,000 square feet footprint will be activated in the next four years; 383 specific supplier contracts valued at $430 million dollars from 2014 to 2017; More than 250 job openings currently exist in the Antelope Valley.

2017 Major Milestones
- Philippe Coursteau, Jr.’s EarthEcho International and the Northrop Grumman Foundation Bring Real World Science and Exploration to the Classroom with EarthEcho Expedition: Water by Design - Leading environmental education and youth leadership nonprofit EarthEcho International is bringing 26 U.S.-based middle school teachers from across the country on an exploration of water scarcity in Southern California. Led by explorer and environmental advocate Philippe Coursteau, Jr., EarthEcho Expedition: Water by Design, through the support of the Northrop Grumman Foundation. The initiative is part of EarthEcho Expeditions, an annual program that leverages the rich Cousteau legacy of exploration and discovery to bring STEM education alive for today’s 21st Century learners and their educators.
- The Northrop Grumman Foundation has sponsored scholarships for middle school students to attend Space Camp® at the U.S. Space and Rocket Center®. Two students were chosen from the Palmdale Aerospace Academy to participate.
- Palmdale Regional Airport welcomed the first MQ-4C Triton unmanned aerial vehicle. The aircraft which arrived from Palmdale Airport is assigned to VUP-19. The final assembly of the MQ-4C Triton are done at Northrop Grumman’s Palmdale Aircraft Integration Center of Excellence.
- The Israeli Air Force has declared its first F-35 Lightning II jets, designated “Adir” (“Mighty One”) by the Israeli, operational. The center fuselage of the F-35 is built in Palmdale by Northrop Grumman.

www.northropgrumman.com
CALIFORNIA CITY MUNICIPAL AIRPORT
California City Municipal Airport (L 71), 6,045’ x75’ main runway offers opportunity to aviation enthusiasts and businesses within 100 mile radius with ease of access via air, three major highways, a stand-alone air quality district for East Kern County and the 40-acre industrial park. Located within the Edwards 2508 Military Operating Area makes it a prime location for Flight Test Development.
http://californiacityairport.com/

FOX AIRFIELD
Located in the City of Lancaster, General William J. Fox Airfield facilitates
• 58,000 general aviation takeoffs and landings each year;
• Publicly available to general aviation aircraft 24/7;
• Over 200 based aircraft, a restaurant, and several aviation related businesses;
• Home to the U.S. Department of Forestry’s local air tanker base as well as an aviation museum.
• Host to the LA County Air Show each Spring
https://lacountyairshow.com/

The airport has an operating Air Traffic Control Tower, a single 7,201’ by 150’ runway equipped with runway end identifier lights (REIL s), pilot controlled medium-intensity runway lighting (MIRL s) and a precision approach path indicator (PAPI s), full- and self-service fueling services (JetA and 100LL ), and an Automated Surface Observing System (ASOS) reporting weather conditions 24-hours a day.
www.dpw.lacounty.gov/avi/airports/GeneralWMJFox.aspx

INYOKERN AIRPORT
Inyokern Airport is a public use airport serving the northeastern communities of Kern County, CA. The airport covers 1,640 acres at an elevation of 2,457 feet, with three asphalt paved runways that can accommodate almost any class of civilian, commercial or military aircraft.
• Unrivaled test sites under the largest contiguous block of unrestricted airspace in the nation (22,000 miles or 12% of California’s total airspace).
• 350 Clear flying days a year
• Desert, mountain and maritime environments
• One million acres of California desert

Inyokern Airport provides a playground to intrepid aviators, flight crews, military and high-tech testing operations, and supporting some of the greatest milestones in manned and unmanned flight.
www.InyokernAirport.com

MOJAVE AIR & SPACE PORT - The World’s Premiere Flight Test Facility! The 3300 acre Mojave Air and Space Port has amassed more first flights and significant newsworthy flight activity than any other airport in the world over the past ten years.
• Home to over 70 companies;
• 3,000 feet of runway and integrated a new commercial development taxiway system;
• Rail infrastructure and switch engine moving approx. 34 daily rail car shipments through a license agreement with Union Pacific Railroad;
• Home to the National Test Pilot School (acc. 2006), where more test pilots are educated than any other site in the world;
www.MojaveAirport.com

PALMDALE REGIONAL AIRPORT
Located just 60 miles from downtown Los Angeles, the airport will play a central role in Palmdale’s future transportation plans. Positioning itself to be an intermodal center unlike any other in the world, plans are underway to bring the airport, two high speed rail systems (California High Speed Rail CHSR and Xpress West from Las Vegas), two freeways, Metrolink rail, Amtrak, AVTA and Greyhound all together converging and connecting in Palmdale.

ROSAMOND SKYPARK AIRPORT
A privately-owned and operated residential skypark located in Southern California’s Antelope Valley (AKA “Aerospace Valley”). Our FAA designator is L00 (Lima-Zero-Zero), is open for public use, and features a paved 3,600-foot (1,100 m) runway.

SKYLARK NORTH – MOUNTAIN VALLEY AIRPORT
Skylark North is a full-service glider flight school, located on Mountain Valley Airport in the beautiful Tehachapi valley. Mountain Valley Airport, Skylark North also has on-going flight training contracts with the US Air Force Test Pilot School, the National Test Pilot School, and the US Army Quality Test Directorate, Skylark North also works closely with NASA on various aviation projects. Sailplane rides, instruction, and rentals. Pilot services, including rides, rentals, instruction, and tows. Designated by the FAA to administer FAA flight test. Maintenance facilities located on the field include Skylark North Maintenance for annual inspections, sheet metal, and fabric work, and Soarcraft for fiberglass repairs. The Raven’s Nest Sandwich Shop features a warm, cozy atmosphere with an excellent view of the runway and flight-line activities. RV parking (with water and electrical hookups, a large restroom, showers, and laundry facility), is available at Mountain Valley RV Park, RV Park information call (661) 822-1213.
http://skylarknorth.com/index.html

TEHACHAPI MUNICIPAL AIRPORT
At an elevation of 4,001 feet, Tehachapi’s Municipal Airport is known as the corridor to Northern and Southern California! Located at the southern end of the Sierra Nevada Mountains, Tehachapi is an ideal spot to stop for some of the most affordable fuel in California, and as a place to locate your business. Next door to the renowned Mojave Air and Space Port, we’re aviation friendly with over 100 acres of developable land in a prime location for light industrial manufacturing.
Creative Economy

Antelope Valley Film Office (AVFO)
The AVFO tracked 411 Film/TV productions generating nearly 600 production days in FY 2016 – 2017.

The Antelope Valley/North LA County enjoys a measure of success as branded as the “closest desert to Hollywood.” It’s the desert terrain, rocky buttes, dunes and the liquid light that brings them here but what keeps them returning is unexpected “extra” locations they soon learn are available...studio facilities, a trendy arts and entertainment district, amphitheater, water park, baseball stadium and much more.

Program Year 3 of the California Film & TV Tax Credit is fueling the growth. Recurring TV Series such as Shooter Season 3 (Paramount Pictures Corporation) will be returning to the Antelope Valley for several days of filming.

Projects filming in the AV have included Ballers, SWAT, Mayans MC, Girl Boss, I’m Dying Up Here, Lethal Weapon, Art Prison. Commercial projects included Volvo, Acura, Lexus, T Mobile, ESPN, 7UP, Xbox Halo Wars 2, and Northrop Grumman. Numerous print and music videos round out the slate.

Pauline East
661-510-4231
pauline@filmantelopevalley.org

Websites:
www.avfilm.com
www.filmla.com
www.film.ca.gov

Kern County Film Permits Total 143

Commercial: ........................... 52
Corporate Video: ......................... 4
Documentary: ........................... 4
Feature Film: ............................ 10
Music Video: ............................ 7
Still Photography: ...................... 27
Television: ............................... 14
Travel: ...................................... 24

1 Audi, Dodge, Toyota, Alfa Romeo
2 Cheat Codes
3 Top Gear, Silicon Valley, Jay Leno’s Garage

Ridgecrest Film Commission

The Ridgecrest Film Commission is looking forward to 2018, Film Commissioner, Doug Lueck, plans on attending film festivals, and be more “hands on” for Ridgecrest BLM, while productions filming at our “breath taking” locations! Ridgecrest Film Commission, along with The Ridgecrest Area Convention & Visitor’s Bureau (RACVB), promotes its unique filming locations and provides marketing synergies with tourism and conventions promotion.

2017 was another good year for Ridgecrest Film Commission! As Doug continues to be a Director, on the FLICS (Film Liaisons in California Statewide) Board of Directors! Doug attended the “Film in California Conference”, presented by FLICS, to promote Ridgecrest Film Commission.

Also, Doug attended the 2017 COLA’s (California On Location Awards), as well as Assistant Elizabeth Nalagan. The Ridgecrest Film Commission submitted 16 Nominations to COLA’s in 2017! We had 6 FINALISTS, and 1 of the 6 WON the COLA, for Location Professional, Feature Film Studio!

Award Winners:

• Location Professional of the Year – Feature Film - Studio – Alison Taylor – “A Wrinkle in Time” – Disney Studios

Finalist Nominees:

• Location Professional of the Year – Commercial – Geoff Juckes – Dior “J’adore” 
  “Perfume, featuring Charlize Theron”

• Location Professional of the Year – Television, Reality – Jennifer Sims for “Top Gear” – History Channel

• Location Professional of the Year – Photo Stills – Ken Brubaker – Four Wheeler Magazine

• Location Professional of the Year – Photo Stills – Peter Orth - 2017 BMW X3

• Location Professional of the Year – Feature Film - Studio – Alison Taylor - A Wrinkle in Time – Disney Studios

• Location Professional of the Year – Feature Film - Independent – Brian Nagel - “Murder Home” Starring Denise Williams – Toy Box Films, LLC.

FILM PERMITS ISSUED:

Feature Films........................................ 2
   (“Murder Home”, starring Denise Williams, “The Quest” Magnificent Media Productions)

Short Films........................................ 5

T.V. & Cable Series .............................. 4

Music Videos.................................... 2
   (Artist “SF9” and “Bish” Japanese Artist)

T.V. Commercials ............................... 2
   (“POLA” Beauty Products and “Leaders Cosmetics” Korean)

Still Photo Shoot ............................. 7
   (2018 SUV/Pickup Truck of the Year, Four Wheeler Magazine, 2017 BMW X3, and “Ulumo VOGUE” Italian Men’s Fashion Magazine)

Car Commercials ............................. 7
   (Dodge RAM 1500 Truck Parameter, 2017 Nissan TITAN, Mitsubishi and KIA)

Other ........................................... 3

www.filmdeserts.com

California Film & Television Tax Credit Program

The CFTCP – AB 1839 enacted in 2014 as a jobs retention and promotion act –

For more information go to: http://film.ca.gov/tax-credit/other-ca-film-incentives/

Economy

Photos: top left to right: AV Film shoots with green screen and drone technology; Dior j’adore commercial shoot with Charlize Theron – Cuddleback Dry Lake & Salt Flats in Ridgecrest
KERN COUNTY California’s Largest Solar Energy Project. Aera Energy and GlassPoint Solar announced their plan to build the state’s largest solar field in Kern County, which is expected to produce 850 megawatts of energy annually and is expected to create over 500 jobs.

LOS ANGELES COUNTY Renewable Energy Ordinance Adopted
- The LA County Board of Supervisors adopted the Renewable Energy Ordinance (REO), updating the County’s Planning and Zoning Code for review and permitting of solar and wind projects. The REO helps minimize environmental and community impacts while assisting the State of California in meeting its goals for renewable energy generation. For more information on this ordinance, please visit http://planning.lacounty.gov

CITY OF LANCASTER Lancaster choice energy (LCE) is the locally run power program created by the City of Lancaster.

Lancaster has long been at the forefront of creating a new sustainable approach to modern living. The City has been proactive in promoting solar power alternatives, conservation and smart energy consumption. With a lofty goal of becoming the nation’s first net-zero city, Lancaster is determined to generate more clean energy than it consumes. Lancaster Choice Energy is the next logical step. By investing locally to support our region’s renewable resources and helping to create new good paying, local jobs, Lancaster Choice Energy is not only helping our environment, but our economy as well. http://www.lancasterchoiceenergy.com

**Rio Tinto Borates** - Boron

20 Mule Team Borax, part of the Rio Tinto Group, operates the largest open pit mine in California. In operation for more than 90 years, the mine holds one of the world’s richest borate deposits.

Today, we are 1,000 people strong - serving 500 customers with over 1,700 global delivery locations. We supply 30% of the world’s need for refined borates from our world-class mine in Boron, California – 100 miles east of Los Angeles.

Borates are an integral part of the natural world. Plants need borates to grow and people need them too – as an essential ingredient in an array of everyday products including:

- Insulation and textile fiberglass, TFT/LCD heat-resistant glass (43% of world demand)
- Detergents, soaps, personal care products (3% of world demand)
- Ceramic and enamel frits and glazes, ceramic tile bodies (19% of world demand)
- Agricultural micronutrients (10% of world demand)
- Wood treatments, polymer additives and pest control products

**2017 Milestones**

With a strong culture of safety, the 20 Mule Team Borax mine continues to be recognized as one of the safest mining operations in the United States. The mine measures 2 miles long, 1.75 miles wide and 900 feet deep. We excavate about 3 million tons of ore per year, and produce 1 million tons of refined products – shipped to customers via truck, rail, barge and other ocean-going vessels.

**Workforce & Talent**

Our local mining operation employs approximately 750 people, with an additional 60 employees at the Wilmington, California site. In 2018, we will be hiring additional technical, supervisor and operational positions. Millwrights, electricians, operators and heavy diesel mechanics are in high demand. We encourage applications at www.riotinto.com/careers.

**Investment in the Region**

As the Rio Tinto 20 Mule Team Borax mine looks to the future, we will continue to partner with local communities as a standard of operation, contributing more than $150 million to the local economy annually.

www.boron.com

**OTHER MINING ASSETS IN THE REGION**

Cal Portland Cement – Mojave
http://www.calportland.com/locations/california/molave-plant/

Golden Queen Mine at Soledad Mtn. – Mojave
https://www.goldenqueen.com/

Granite Construction – Little Rock, Palmdale, Arvin & Inyokern
www.Graniteconstruction.com

Searles Valley Minerals – Trona
http://www.svminerals.com

**MINING**

**RENEWABLE ENERGY**
Lancaster is 89.8% less expensive than San Francisco.
Lancaster housing costs are 134.3% less than San Francisco housing costs.
Health related expenses are 21.1% less in Lancaster.

<table>
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<th></th>
<th>LANCASTER</th>
<th>Irvine</th>
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Source: www.bestplaces.net
DARE TO COMPARE
REAL ESTATE

Our housing market is not just about price, it is about value!

Santa Clarita

What can you expect for around $400,000?

This 920 square foot 3-bedroom 1-bath home built in 1961 in Santa Clarita sold in November for $425,000!

West Lancaster

This 3,992 square foot 4-bedroom 3-bath home built in 2005 in West Lancaster sold in November for $392,000!

The Antelope Valley continues to offer residents some of the most affordable housing in the state of California. Far from the typical perception of affordable housing, the Antelope Valley offers a large variety of spacious homes in an assortment of settings including gated communities and country club sites as well as equestrian estates and low density developments with lot sizes ranging from 1/2 to 2 1/2 acres. All this at some of the most affordable prices in Southern California!
The number of homes sold in 2017 was up 469 units, a healthy 6% year over year increase and equal to last year's 6% growth. The average selling price regionwide was up 10%, the same percentage as last year's increase and marks the fifth consecutive year of double digit, regionwide increases since 2007! The submarket that showed the highest increase in average sales prices was Lake Los Angeles with a 20% increase.
THINGS TO DO

REGIONAL COMMUNITY EVENTS

CALIFORNIA CITY
www.californiacitychamber.com
• Children’s Spring Easter Egg Hunt – Always the Saturday before Easter (Mar)
• Desert Tortoise Days (Mar - Jun)
• Fire Works Gala (Jul)
• California City Renaissance Festival & Model Train show (Oct)
• Christmas tree lighting/parade and Holiday Village (Dec)
• The Desert Tortoise Research National Area 24/7/365.

LANCASTER
www.destinationlancasterca.org/events/
• Farmers Market; Every Thursday, Year-Round; The BLVD
• Sierra Toyota • Scion Concert Series; Every Thursday, June-October
• Martin Luther King, Jr. Day of Service (Jan)
• Los Angeles County Airshow, Egg Hunt Extravaganza (Mar)
• California Poppy Festival (April)
• Bacon, Blues & Brews (May)
• Lancaster Museum of Art & History (MOAH) Mother’s Day Tea & Exhibition (May)
• LPAC Foundation Gala and Grand Auction, Lancaster Jazz Festival, Thunder on the Lot (Jun)
• 4th of July Extravaganza (Jul)
• Antelope Valley Fair (Aug)
• Celebrate America on the BLVD, Streets of Lancaster Grand Prix (Sep)
• Bark in the Park, The BOOLVD Halloween & Harvest Festival, California Circuit Finals Rodeo, MOAH Public Arts Foundation Gala (Oct)
• Field of Drafts Beer Festival (Nov)
• A Magical BLVD Christmas, Breakfast with Santa (Dec)

PALMDALE
www.cityofpalmdale.org/Residents/Recreation-and-Culture
• Color Vibe 5k Run (Jan)
• Springfest • Egg Hunt (Mar)
• Family Movie Nights, National Night Out, Sundown in Dry Town, Palmdale Amphitheater Concert Series, Music in the park (Summer)
• Playhouse Classic Movie Series (Summer/Winter)
• Freedom Symphony (Jul)
• Annual Kiwanis Club of the AV Duck Race, 9/11 Ceremony • Fallen Heroes, Grace fest • Christian Music Festival, Taste of Palmdale (Sep)
• Making Strides Against Cancer Walk, Kaleidoscope Music and Art Festival (Oct)
• AV Wall- the Mobile Vietnam Wall, Heart Walk (Nov)
• Playhouse Holiday Open House (Nov/Dec)
• Playhouse Singalong with Santa, Jingle Bell Run, AV Mall Tree Lighting Ceremony, Palmdale Chamber’s Christmas Parade (Dec)
• Joe Davis Heritage Air Park Guide Tours (Year-Round)

QUARTZ HILL
www.quartzhillchamber.com
• Almond Blossom Festival (Mar)
• Easter Sunrise Service (Spring)
• Fishing Derby (Mar, May and Nov)
• Juneteenth (Jun)
• Summer Concert and Movie Series (Jun-Sep)

RIDGECREST
www.visitdeserts.com
• Economic Outlook Conference (Feb)
• Petroglyph Tours (Spring/Fall)
• Wildflower Exhibit (Apr)
• Petroglyph Education Foundation Golf Tournament (May)
• Star Follies (May)
• Desert Empire Fair (Oct)
• Ridgecrest Petroglyph Festival (Nov)
• Ridgecrest Desert Classic-High Sierra Cyclists (Nov)
• High Desert Ultra Marathon 50K/30K-OTHTEC (Dec)
• Farmers Markets (Weekly)

PALM DESERT
www.palmdesertchamber.com
• Main Street Valentine’s Wine Walk 6pm-9pm (Feb)
• Palm Desert’s Annual Spring Festival @ Heritage Oak School (May)
• City of Palm Desert Hotdog Festival, Palm Desert Mountain Beer & Wine Fest (Jul)
• Cheers to Charity, Palm Desert Mountain Festival (Aug)
• Palm Desert GranFondo www.palmdesertgranfondo.com (Sep)
• Palm Desert Apple Festival (Oct)
• Ugly Christmas Sweater Wine Walk (Nov)

THINGS TO DO

With 3,000 SQ. MILES ACROSS THE REGION,

there’s no shortage of things to do. Here’s just a glimpse of what’s going on here...

QUALITY OF LIFE
LIBRARIES
Book Mobile • www.colapublib.org/libs/antelopevalley/
Kern County Libraries • www.KernCountyLibrary.org
Los Angeles County Libraries • www.CoLAPubLib.org
Quartz Hill Library • http://colapublib.org/libs/quartzhill/
Palmdale City Library • www.CityofPalmdale.org/library/

MUSEUMS
20 Mule Team Museum
Boron, CA 93516  Phone: (760) 762-5810
Antelope Valley Indian Museum @ Lancaster
www.avim.parks.ca.gov
Black Bird Air Park @ Edwards Air Force Base
http://afftcmuseum.org/visit/blackbird-airpark/
Colonel Vernon P. Saxon, Jr. Aerospace Museum
www.saxonaerospacemuseum.org
East Kern Historical Museum Society
http://ekhms.weebly.com
Edwards Air Force Flight Test Museum
http://afftcmuseum.org/visit/edwards-museum/
Historical Society of the Upper Mojave Desert
www.hsumd.org
Joe Davies Heritage Airpark@ Palmdale
www.cityofpalmdale.org/Airpark/
Lancaster Museum/Art Gallery MOAH
www.lancastermoah.org
Maturango Museum @ Ridgecrest
http://maturango.org
Mojave Transportation Museum
www.mojavemuseum.org
Tehachapi Railroad Museum
www.tehachapiregional.com
US Naval Museum of Armament & Technology
www.chinatlamuseum.org
Western Hotel Museum
www.destinationlancasterca.org/things-to-do/culture-history/western-hotel-museum/

RETAIL THERAPY
Antelope Valley Mall
www.AV-Mall.com
THE BLVD:
www.theblvd lancaster.com
Destination Lancaster
www.DestinationLancasterCA
Main Street Tehachapi
www.mainstreettehachapi.org
Palmdale Restaurants & Shopping
www.cityofpalmdale.org/Visitors/Restaurants-and-Shopping/

UNIQUE BREWERIES & WINERIES:
The Antelope Valley has a growing reputation as a great wine producing region. From Agua Dulce to Tehachapi, some 35 vineyards make the most of the area’s warm days and cool night to produce award-winning wines. The region is also home to at least a dozen great microbreweries, we’ve noted just a few below:

LANCASTER
Antelope Valley Winery • www.avwinery.com
Bravery Brewing Company • www.braverybrewing.com
Kinetic Brewing Company • www.kineticbrewing.com

GREATER TEHACHAPI
Dorner Family Vineyard • www.dornerfamilyvineyard.com
Local Craft Beer • www.localcraftbeer.net
Souza Family Vineyard • www.souzafamilyvineyard.com
Triassic Vineyards • www.triassicvineyards.com

ACTON / AGUA DULCE AREA
Agua Dulce Winery • www.aguadulcewinery.com
Reyes Winery • www.reyeswinery.com
Acton Wine & Spirit Co. • www.actonwine.com

PALMDALE
Transplants Brewing Company • www.transplantsbrewing.com
Lucky Luke Brewing • www.luckyluekebrewing.com

MOJAVE
High Desert Cellars • www.highdesertcellars.com

INYOKERN
Indian Wells Valley Brewing Company • www.mojavered.com

PERFORMING ARTS
AV Symphony Orchestra & Master Chorale
http://avsomc.avc.edu
Community Light Opera & Theater
www.RidgestCampArts.org
Lancaster Performing Arts
www.LPAC.org
Palmdale Amphitheater
www.palmdaleamphitheater.com
Palmdale Playhouse
www.palmdaleplayhouse.com

MOVIE THEATERS
Over 60 screens regionally
• Cinemark 22, Movies 12 and Antelope Valley Mall & IMAX
• BLVD Cinema
• Hitching Post Theaters
• Ridgecrest Cinemas
**SPORTS VENUES / PARKS**

**Best of the West® Softball Complex**
Features eight world-class, year-round softball fields that are home to youth and adult league play and softball tournaments.
www.cityofpalmdale.org/BOTW

**Big 8 Softball Complex - Lancaster**
www.big8softball.com

**Cal City Motocross Park**
www.calcitymxpark.com

**Dry Town Water Park - Palmdale**
www.drytownwaterpark.com

**The Lancaster JetHawks**
Our hometown minor league affiliate of the Colorado Rockies. The JetHawks stadium, known as The Hangar, is a small, intimate stadium with a big-game feel. Come to a Lancaster JetHawks game for a true ballpark experience!
www.milb.com/index.jsp?sid=t491

**Lancaster National Soccer Center**
The largest soccer complex in the West. The facility includes 35 premium fields, with 11 fields fully lit. A highlight of the Soccer Center is the five regulation FIFA fields. The Lancaster National Soccer Center has been designated as an Official Cal South Venue.
www.lancastersoccercenter.com

**Los Angeles County Raceway Motocross**
www.lacrmoX.com

**MotoCross at the AV Fairgrounds**
www.AVMotoplex.com

**Willow Springs International Raceway**
Features seven tracks, 5 paved tracks ranging from the historic “Big Willow” which has a 160+ mph straight away to a 9-turn sprint Kart track, plus one clay and one paved test & tune oval.
www.willowspringsraceway.com

**Pelona Vista Park Soccer Complex**
10 Soccer Fields, lights available. Well suited for tournaments. Amenities include field lights, restroom buildings and 597 paved parking spots.
www.playpalmdale.com

**Dry Town Water Park**
The best place in the Antelope Valley for wet and wild fun! Six beautifully landscaped acres of family fun for everyone.
www.drytownwaterpark.com

**Greenways**
- Dr. Robert C. St. Clair Parkway
- Legacy Park
- Poncitlan Square

**Recreation Facilities**
- Chris O’Leary Skatepark
- Department of Recreation and Culture Office
- Desert Sands Recreation Building
- Domenic Massari Building
- DryTown Water Park
- Larry Chimbole Cultural Center
- Legacy Commons for Active Seniors
- Marie Kerr Park Recreation Center, Skatepark and Swimming Pool
- Melville J. Courson Park Swimming Pool
- Palmdale Amphitheater
- Palmdale City Library
- Palmdale Oasis Park Recreation Center and Swimming Pool
- Richard B. Hammack Activity Center
- William J. McAdam Park Swimming Pool

**Multi-Use Trails**
- Barrell Springs Trail
- Joshua Ranch Trail

**PUBLIC PARKS**

**LA COUNTY DEPARTMENT OF PARKS AND RECREATION**
www.parks.lacounty.gov

**L.A. COUNTY PARKS:**
- Acton Park
- Apollo Park
- Everett Martin Park
- George Lane Park
- Jackie Robinson Park
- Pearblossom Park
- Stephen Sorensen Park

**Natural Areas/Nature Centers:**
- Devil’s Punchbowl Natural Area and Nature Center
- Vasquez Rocks Natural Area and Nature Center

**High Desert Wildflower and Wildlife Sanctuaries:**
- Acton Wash Wildlife Sanctuary
- Alpine Butte Wildlife Sanctuary
- Big Rock Creek Wash Wildlife Sanctuary
- Blalock Wildlife Sanctuary

**KERN COUNTY PARKS AND RECREATION**
www.kerncountyparks.org

**PUBLIC BUILDINGS:**
- Boron Recreation Building
- Frazier Park Recreation Building
- Hummel Hall
- Mojave Recreation Building
- Mojave Veterans and Seniors Building
- Rosamond Recreation Building
- Tehachapi Veterans Memorial Building

**Riverside Park - Kernville Fall Festival - OCTOBER**

**PALMDALE Parks and Recreation Facilities**
www.cityofpalmdale.org
Residents/Recreation-and-Culture
(661) 267-5611

**Special Use Parks**
- American Indian Little League
- Joe Davies Heritage Airpark
- Palmdale Pony League Baseball Fields
- Tejon Park
CAMPING / HIKING / FISHING / BOATING / HUNTING

Angeles National Forest
www.fs.usda.gov/angeles/

CA State Parks
www.parks.ca.gov

California City Butte Bagging
www.californiacitychamber.com/butte-bagging/

Devils Punchbowl
http://parks.lacounty.gov/wps/portal/dpr/Parks/Devils_Punchbowl_Natural_Area

High Desert Camping Info
http://totalescape.com

LA County Trails Website
The website provides hikers, mountain bikers, and equestrians with detailed, regularly-updated information to help you navigate the most scenic pathways in the region.
http://trails.lacounty.gov

Lake Isabella / Kernville
www.lakeisabella.net

Littlerock Dam and Reservoir
www.destinationlancasterca.org/listing/littlerock-dam-recreation-area-and-reservoir/144/

Pacific Crest Trail
www.pcta.org

Red Rock State Park
www.parks.ca.gov

Saddleback Butte State Park
www.parks.ca.gov

Sequoia & Kings Cyn. National Forest
www.nps.gov/seki/index.htm

Tehachapi Loop - For Train Enthusiasts
www.visittehachapi.com/play/555-tehachapi-loop.html

Trona Pinnacles
www.desertusa.com/thingstodo/ttdtrails/du_ttd_trona.html

US Forest Service
www.Recreation.gov

Vasquez Rocks Natural Area
http://parks.lacounty.gov/wps/portal/dpr/Parks/Vasquez_Rocks_Natural_Area/

OHV Riding
www.ohv.parks.ca.gov

CA Trail Users Coalition
www.ctuc.info/ctuc/

Jawbone Canyon OHV Park
www.jawbone.org

Robbers Roost
http://digital-desert.com/robbers-roost/

OTHER POINTS OF INTEREST

Antelope Valley California Poppy Reserve - Lancaster
www.destinationlancasterca.org/visitor/onlyinav/poppyreserve/

Aerospace Walk of Honor - Lancaster
www.destinationlancasterca.org/visitor/onlyinav/walkofhonor/

Exotic Feline Conservation Center - Rosamond
www.cathouse-fcc.org/

Indian Point Ostrich Ranch - Tehachapi
www.indianpointranch.com

Musical Road - Lancaster
www.destinationlancasterca.org/visitor/onlyinav/musicalroad/

Prime Desert Woodland Preserve - Lancaster
www.cityoflancasterca.org/about-us/departments/services/parks-recreation-arts/parks/prime-desert-woodland-preserves

Windswept Ranch - Tehachapi
www.visittehachapi.com/play/586-windswept-ranch.html#.VqktKPrKrUK

The Living Ghost Town
www.Randsburgca.org

Tomo Kahni Resource Center

Community Resource Centers

• SOUTH ANTELOPE VALLEY EMERGENCY SERVICES (SAVES)
  1002 East Avenue Q-12
  (661) 267-5191

NEIGHBORHOOD HOUSES

LANCASTER:
• Nine Neighborhood Impact homes
• Seven Wellness Homes
For More Info Visit
www.cityoflancasterca.org/residents/local-resources/wellness-neighborhood-impact-homes/

PALMDALE:
• Yucca Neighborhood House - 503 East Avenue Q-3
  Drop-In Afterschool Program, 1st-6th grade, Monday-Friday, 2:30-5 pm.
  (661) 267-5052

• Tumbleweed Neighborhood House - 1129 East Avenue R-4
  Drop-In Afterschool Program, 1st-6th grade, Monday-Friday, 2:30-5 pm
  (661) 267-5901

• Manzanita Neighborhood House - 38627 32nd Street East
  Open & offering free services to all neighbors, drop-In Afterschool Program, 1st-6th grades.
  (661) 267-5911

• Hammack Neighborhood House - 1012 E. Avenue Q5
  Available for non-profit community groups to provide free services.
  (661) 267-5126

• Gabriel’s House - 38553 4th Street East
  Open & offering music and photography programs for ages 10-18.
  (661) 267-5930
ADVENTIST HEALTH TEHACHAPI VALLEY
Adventist Health operates our existing hospital at 115 W. E Street in Tehachapi. In addition, we operate three rural health clinics in Tehachapi, Mojave and California City. Our new hospital is expected to open in mid-2018. We will then offer: a full-service Emergency Room; 2 general operating rooms; and 2 GI lab rooms. The new hospital is a 79,000-square-foot facility on a 20-acre campus. Other features include: imaging capabilities, diagnostic services, a chapel and a full-service cafeteria. We will also continue to provide occupational and physical therapy services.

www.avhospital.org

ANTELOPE VALLEY HOSPITAL
As a local healthcare leader, AV Hospital is constantly broadening its programs and services to best serve the area’s expanding healthcare needs. Some examples include adding an orthopedic specialty department, strengthening the mental health unit, hiring intensivists to care for critical patients, and introducing new procedures.

2017 milestones for AV Hospital
• Passed Measure H bringing greater stability to the hospital’s governance;
• Added intensivist program to care for the AV’s most critical patients;
• Recertified as an Advanced Primary Stroke Center;
• Re-verified as a Level II trauma center.

www.avhospital.org

KAISER PERMANENTE
Celebrating 50 years in the Antelope Valley, Kaiser Permanente—one of America’s leading health care providers and not-for-profit health plans—since 1968. With more than 160 physicians and 900 employees, Kaiser Permanente provides high quality care to more than 128,000 patients at five convenient locations in Lancaster and Palmdale.

Primary care services—pediatrics, internal medicine, and family medicine—are available in Lancaster and Palmdale. Each location houses diagnostic imaging, pharmacy, and laboratory with extended hours to accommodate members’ busy schedules.

More than 25 specialty care services, as well as an outpatient procedure suite, diagnostic imaging, pharmacy, and laboratory are available at our state-of-the-art Antelope Valley Medical Offices. This modern, eco-friendly building is designed to be home to up to 66 clinicians.

More information is available at kp.org/antelopevalley

MENTAL HEALTH AMERICA OF LOS ANGELES - Antelope Valley Enrichment Services. Since 1988, MHA has identified and responded to unmet needs in the AV, bringing much-needed services to adults and young adults with serious mental health issues, including those who are homeless. These include mental health care, housing assistance, job training and placement, homeless outreach, substance abuse recovery, social and living skills training and money management.

www.mhala-aves.org

PALMDALE REGIONAL MEDICAL CENTER
Palmdale Regional Medical Center ("PRMC") is the region’s newest and only private bed hospital in the Antelope Valley and continues to be rated as the highest hospital for quality in the region by outside agencies such as Leapfrog and Women’s Choice Award.

In 2017, PRMC opened The Rehabilitation Institute, a 27-bed acute rehabilitation unit and the only one of its kind in the high desert, with the closest facility offering these services over 40 miles away. The Rehabilitation Institute will help in the rehabilitation of people suffering from strokes, spinal cord and traumatic brain injuries, as well as other debilitating diseases and conditions.

PRMC continues to focus on developing relationships with academic institutions to ensure access to the highest quality of healthcare in the Antelope Valley.

www.palmdaleregional.com

RIDGECREST REGIONAL HOSPITAL
In 2017 Ridgecrest Regional Hospital’s Maternity & Child Services Department awarded a trophy at BETA Healthcare Group Symposium. This is a very prestigious award for our obstetrical providers (nurses and physicians) because it ensures current evidence-based knowledge and meeting skill-based educational requirements to reduce obstetrical risk factors.

Ridgecrest Regional Hospital’s Emergency Department awarded a trophy at the BETA Healthcare Group Symposium. We teamed up with EMS and created in the field septic alerts. Allowing us to be the first in the county to recognize and treat early septic warning signs and follow up care in the ER for early detection and treatment of sepsis.

www.rrh.org

OTHER HEALTH CARE PROVIDERS IN THE REGION

City of Hope - Antelope Valley provides the residents of Lancaster and the surrounding communities with unparalleled cancer care and innovative treatments close to home. The light and bright 25,000-square-foot facility offers multiple exam and treatment rooms for patient comfort and convenience, expanding access to City of Hope’s world-class level of care.

www.cityofhope.org/ location/antelope-valley/

High Desert Medical Group - (HDMG) patients have access to complete medical care centralized in one location, which includes: an on-site 24-hour Urgent Care, Internal and Family Medicine, lab and X-ray services, a CVS Pharmacy, infusion center, multi-specialty departments and a highly effective medical program.

www.hdmg.net

Heritage Health Care - (HHC) in Palmdale is HDMG’s second location, focusing on Internal and Family Medicine with full service lab, X-ray and ultrasound on-site. Our HHC members may access our 24 Hour Urgent Care Center as well as the full range of services and programs offered by HDMG in Lancaster.

www.hdmg.net

Home Instead Senior Care - In 2017, Home Instead Senior Care became the first licensed non-medical in-home care company in the Antelope Valley to provide personal case management to seniors and their families through a Licensed Vocational Nurse, and through highly trained staff members.

www.homeinsteadsantaclaritaantelopevalley.com
ANTELOPE VALLEY TRANSIT AUTHORITY

A committed global leader in the implementation of sustainability using clean electric generation to power its fleet, in 2015 The Antelope Valley Transit Authority (AVTA) set in motion an exciting new chapter of innovative, world-class transit service for the region. Under the auspices of their Board of Directors, AVTA set a goal to be “100% green in 2018”, launching their electric fleet conversion project with grant funding made possible by former L.A. County Supervisor Michael Antonovich. Kicking off an impressive list of accomplishments aimed at their end objective, in May 2017, AVTA put the first 60-foot articulated electric buses in the world into service; as well as completed the first ever Wireless Advanced Vehicle Electrification (WAVE) inductive chargers in Southern California.

Additionally, AVTA achieved the following milestones:

- Awarded $31.4M TIRCP grants
- Completed the construction and installation of depot charging facility providing ability to simultaneously charge 85 100% battery-electric buses
- Officially entered the US-China Race to Zero Emissions (R2ZE)
- Winner of Metro Magazine’s Innovative Solutions Award
- Recipient of the California Air Quality Leadership in Government Award
- Awarded $705K Low Or No Emissions grant from the U.S. Department of Transportation’s Federal Transit Administration (FTA)
- Partnered with the City of Lancaster to relocate bus stop on Avenue L to provide door-side service to Kaiser Permanente
- Implemented service changes to improve efficiency and increase community access to healthcare and education
- World’s first 60’ articulated fully-electric bus into service
- Resolution of ongoing labor dispute between Teamsters Local 848 and contracted labor provider, Transdev
- Completed integration of AVTA routes into “Google Transit”, a branch of Google Maps that provides real-time route and trip planning for public transit
- Lowered qualifying age for senior reduced fares to 62
- Began talks to consider service of commuter vanpool to Edwards Air Force Base and Mojave Air and Space Port
- Recipient of the Certificate of Achievement for Excellence in Financial Reporting by the Government Finance Officers Association of the United States and Canada (GFOA)

AVTA and Transdev work together to provide transit service to the community and together they employ over 220 people:

- AVTA employs 42 people – administrative
- Transdev employs 181, primarily bus operators and maintenance workers

Ridership

<table>
<thead>
<tr>
<th>Year</th>
<th>Commuter</th>
<th>Local Transit</th>
<th>Dial-A-Ride</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY ’12</td>
<td>258,903</td>
<td>2,880,423</td>
<td>36,216</td>
</tr>
<tr>
<td>FY ’13</td>
<td>288,541</td>
<td>3,204,698</td>
<td>26,979</td>
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<tr>
<td>FY ’14</td>
<td>329,706</td>
<td>3,276,651</td>
<td>26,380</td>
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<tr>
<td>FY ’15</td>
<td>338,572</td>
<td>3,092,101</td>
<td>31,824</td>
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<tr>
<td>FY ’16</td>
<td>319,411</td>
<td>2,714,344</td>
<td>41,783</td>
</tr>
<tr>
<td>FY ’17</td>
<td>281,037</td>
<td>2,253,645</td>
<td>41,839</td>
</tr>
</tbody>
</table>

Trends in Public Transportation:

- Fleet electrification
- Sustainable, zero-emissions transit models
- Advanced, autonomous technology
- Collaborative partnerships with on-demand platforms (Uber, Lyft)
- New market segments emerge with millennial population
- Increase in motorcycle use as alternative to automobiles creates new opportunities for moto-taxi services.

KERN REGIONAL TRANSIT

Provides modern, scheduled bus service throughout the Antelope Valley with buses from California City to Lancaster and Metrolink plus destinations throughout Kern County. A new transit center will be built at K and Mono streets (in Mojave) this year to serve five bus lines serving East Kern, Eastern California, Mojave and the Antelope Valley with connections to Metrolink and Amtrak.

https://kerntransit.org/routes-and-schedules/100-bakersfield-lancaster/

OTHER REGIONAL TRANSPORTATION ASSETS

CALTRANS

Hwy 14 planning:

METRO

High Desert Corridor:
https://www.metro.net/projects/high-desert-corridor/

Northwest Hwy 138 Expansion:
https://www.metro.net/projects/nw138/

METROLINK: Antelope Valley Line
https://www.metrolinktrains.com/schedules/?type=line&lineName=Antelope+Valley+Line
As AVEK Director Frank Donato said, the water stored underground in the water banks is “almost as good as cash.” It amounts to a $14 million capital asset for the agency, he said.

www.avek.org

PALMDALE WATER DISTRICT
Following five consecutive years of drought, many areas in the state experienced record-breaking levels of precipitation in 2017. This was particularly true in the northern Sierra Nevada mountains where Southern California gets most of its water. This increase in supply has brought much needed relief to local water suppliers and customers, ultimately allowing for the lifting of mandatory drought restrictions.

The sudden change from drought to overabundance has highlighted the importance of capturing water during wet years like 2017 and saving it for periods of dry spells. Locally, several water storage projects are in operation or in development to enhance Antelope Valley’s future water supply and drought resilience.

In 2017, Palmdale Water District marked several milestones, including the signing of the Butte County water lease extension; completing Environmental Impact Reports (EIRs) for two major projects; breaking ground for the Palmdale Regional Groundwater Recharge and Recover Project test basins; and launching a yearlong 100th anniversary celebration.

One important proactive move the PWD made was extending its water lease with Butte County for an additional 10 years. The extension ensures that PWD will continue to have the option of leasing a portion of Butte County’s surplus water from the State Water Project (SWP) allowance until 2031. Two ongoing projects also needed for future growth are the Palmdale Regional Groundwater Recharge and Recovery Project and the Littlerock Sediment Removal Project. After several years of hearings and studies, the final EIRs for both projects were approved. Testing of the basins for the Groundwater Recharge Project has begun. The Sediment Removal Project is in its final design phase and construction of the initial grade-control structure is scheduled for summer of 2018.

Although not directly related to a water project, the second half of 2017 was spent kicking off PWD’s yearlong celebration of its 100th anniversary. Highlights include historical displays, behind-the-scenes tours of PWD facilities for the community, and the unveiling of a new PWD logo. A grand celebration is planned for July 2018.

www.palmdalewater.org

WATER FACT
One acre-foot of water is 325,850 gallons, or roughly the amount of water used annually by a single-family Antelope Valley household in the pre-drought years.

WATER RESOURCES & LINKS

<table>
<thead>
<tr>
<th>Association of California Water Agencies</th>
<th>California Department of Water Resources</th>
<th>Kern County Integrated Regional Water Management Plan</th>
</tr>
</thead>
<tbody>
<tr>
<td>Antelope Valley Integrated Regional Water Management Plan</td>
<td>Indian Wells Valley Water District</td>
<td>Tehachapi-Cummings County Water District</td>
</tr>
<tr>
<td>Antelope Valley State Water Contractors Assn.</td>
<td>Kern County Water Agency</td>
<td>Water Assn. of Kern County</td>
</tr>
</tbody>
</table>
ANTELOPE VALLEY AIR QUALITY MANAGEMENT DISTRICT

"The Antelope Valley ... it's a Breath of Fresh Air" is more than just the Antelope Valley Air Quality Management District’s motto ... it’s one of the top reasons why residents and businesses looking for a business-friendly community with some of the cleanest air anywhere in Southern California choose to call the Valley their home.

Based on its cleaner air quality, the AVAQMD is able to offer businesses located within its boundaries more operational flexibility and significantly lower fees than the South Coast AQMD and many other California air districts.

To learn more about the Antelope Valley’s air quality, or to register for EnviroFlash, the AVAQMD’s automated air quality notification system, visit www.avaqmd.ca.gov or call (661) 723-8070.

KERN COUNTY AIR POLLUTION CONTROL DISTRICT

The Board of Directors acts as the governing body of the East Kern Air Pollution Control District, a special district on east Kern County. The board consists of five members; three city council members and two county supervisors. Board meetings are open to the public.

Board of Directors are:
Ed Grimes, Mayor of Tehachapi
Don Parris, Councilman of California City;
Eddie Thomas, Vice-Mayor of Ridgecrest;
Mick Gleason, Kern Co. Supervisor 1st District
Zack Scrivner, Kern Co. Supervisor 2nd District

To learn more about the Antelope Valley’s air quality, or to register for EnviroFlash, the AVAQMD’s automated air quality notification system, visit www.avaqmd.ca.gov or call (661) 723-8070.

SOUTHERN CALIFORNIA EDISON
Leasing the Deployment of Battery Storage

Batteries allow us to capture and store energy during times of low demand, when it is plentiful and inexpensive, and use it during times of high demand, when energy is in short supply and more expensive.

As more and more renewable resources such as solar and wind come online, batteries can help smooth out the fluctuations in these resources by storing the energy they generate and supplying it to the grid later when the sun isn’t shining or the wind isn’t blowing. Energy storage can also support local distribution circuits impacted by the high penetration of renewable resources and improve power quality.

Tehachapi Energy Storage Project • SCE experiments with new uses of battery technology to evaluate how the technology might best serve its customers. The recently concluded Tehachapi Energy Storage Project demonstration was the largest lithium-ion battery energy storage demonstration project in North America at commissioning. The facility is located near one of the largest wind generation hubs in the U.S. — the Tehachapi Wind Resource Area. It is capable of supplying 32 megawatt-hours of electricity — eight megawatts of power for four continuous hours, which is enough to power 6,000 homes. With the demonstration concluded, plans are underway to use the facility as a distribution-level resource supporting SCE’s Monolith substation near Tehachapi, CA. https://www.edison.com/home.html

UTILITIES

<table>
<thead>
<tr>
<th>Utility</th>
<th>Provider</th>
<th>Phone</th>
<th>Website</th>
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</thead>
<tbody>
<tr>
<td>Electricity</td>
<td>Southern California Edison</td>
<td>(800) 655-4555</td>
<td><a href="http://www.sce.com">www.sce.com</a></td>
</tr>
<tr>
<td>Natural Gas</td>
<td>SoCal Gas Sempra Energy</td>
<td>(800) 427-2200</td>
<td>socalgas.com</td>
</tr>
<tr>
<td>Trash</td>
<td>Waste Management</td>
<td>(661) 947-7197</td>
<td><a href="http://www.wm.com">www.wm.com</a></td>
</tr>
<tr>
<td>Trash</td>
<td>Benz Sanitation</td>
<td>(661) 822-5273</td>
<td>benzblue.com</td>
</tr>
<tr>
<td>Trash</td>
<td>Kern Co. Waste Management</td>
<td>(661) 862-8900</td>
<td>kerncountywaste.com</td>
</tr>
</tbody>
</table>
REGIONAL
Chambers of Commerce

Acton Chamber of Commerce
(661) 269-5785
www.aadcoc.org

Antelope Valley African American Chamber of Commerce
(661) 272-5807
www avaacc.org

AV Hispanic Chamber of Commerce
(661) 538-0607
www.avhcc.org

Boron Chamber of Commerce
(760) 762-5810

California City Chamber of Commerce
(760) 373-8676
www.californiacity.com

Chamber of Commerce of the Greater Antelope Valley
(661) 533-8068
www.cocgav.com

Greater Tehachapi EDC
(661) 748-3327
www.tehachapiedc.com

Indian Wells Valley EDC/China Lake Alliance
(760) 378-2142
www.chinalakealliance.org

Lake Los Angeles Chamber of Commerce
(661) 264-2786

Lancaster Chamber of Commerce
(661) 948-4518
www.lancaster chamber.org

Littlerock Chamber of Commerce
www.littlerock-ca.us/Littlerock%20Chamber.htm

Mojave Chamber of Commerce
(661) 824-2481
www.visitmojave.com

Palmdale Chamber of Commerce
(661) 273-3232
www.palmdalechamber.org

Pearblossom Chamber of Commerce
(661) 305-6519

Quartz Hill Chamber of Commerce
(661) 722-4811
www.quartzhillchamber.com

Ridgecrest Chamber of Commerce
(760) 375-8331
www.ridgecrestchamber.com

Rosamond Chamber of Commerce
(661) 256-3248
www.rosamondchamber.com

Sun Village Chamber of Commerce
(661) 400-1026

Tehachapi Chamber of Commerce
(661) 822-4180
www.tehachapi.com

SMALL BUSINESS Support

BUSINESS RETENTION & EXPANSION RESOURCES

SMALL BUSINESS DEVELOPMENT CENTER (SBDC)
Our region is served by two extraordinary SBDC teams. The SBDC provides professional business consulting to Antelope Valley entrepreneurs and business owners at the GAVEA office on the campus of Antelope Valley College (AVC), University of Antelope Valley (UAV), and multiple locations in Palmdale.

The SBDC is the Small Business Administration’s (SBA) largest service program and provides high-quality business and economic development assistance to small businesses owners and entrepreneurs. SBDC one-on-one professional business consulting is at no cost.

Small Business Lending Fund (SBLF)
The Small Business Lending Fund (SBLF) provided capital to qualified community banks and community development loan funds (CDLFs) to encourage these institutions and Main Street businesses to work together to promote economic growth and create new jobs.

EMPLOYMENT TRAINING PANEL (ETP)
A business and labor supported state initiative that assists employers in strengthening their competitive edge by providing funds to offset the costs of job skills training necessary to maintain high-performance workplaces.

www.etp.ca.gov

DEPARTMENT OF CONSUMER AND BUSINESS AFFAIRS (DCBA)
DCBA has programs to assist existing small businesses and can also provide advice to individuals starting small businesses. To contact DCBA, call (800) 593-8222 or visit http://dcba.lacounty.gov/

LA COUNTY COMMUNITY DEVELOPMENT COMMISSION (LACDC)
The LACDC supports local economies in Los Angeles County, including the Antelope Valley, by promoting business growth, and encouraging job creation and retention through programs such as neighborhood revitalization, business incubators, economic incentives, and commercial lending. Call (626) 586-1795 or Visit www.lacdc.org/for-businesses

COVERED CALIFORNIA
Covered California has two separate programs: the Individual Marketplace and the Small Business Health Options Program (SHOP). SHOP organizes qualified California small business health plans, collects pricing and benefits, enrolls your employees and consolidates billing.
www.healthlawguideforbusiness.org

iHUB
The California iDEA Hub provides unique access to a robust ecosystem and provides significant partnerships from the Naval Air Warfare Center, Edwards Air Force Base, the AERO Institute and NASA Armstrong Flight Research Center, which has a combined expertise of over 7,000 scientists, engineers, logisticians, acquisition professionals and military operators.
www.ideaihub.org

US TREASURY
Home to a number of initiatives to help small businesses grow.
www.treasury.gov

State Small Business Credit Initiative (SSBCI)
SSBCI supports state programs that, in turn, use the funds to support private sector loans and investments to small businesses and small manufacturers that are creditworthy but are not able to access the capital they need to expand and create jobs.

http://dcba.lacounty.gov/

http://dcba.lacounty.gov/

smalbusiness.gov

ssbci atheca.org

ssbci atheca.org

ssbci atheca.org

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ssbci atheca.org
Become an ally for enterprise on
SoCal’s Leading Edge

Since 1999, GAVEA has been a major force in helping businesspeople create, maintain and expand their companies and the wealth-creating local jobs that they provide. Our mission, quite simply, is to enhance our regional economy with job creation by engaging in strategic efforts of business retention, expansion and attraction.

The Alliance is the only region-wide Economic Developer and promoter of business opportunity for jobs expansion and attraction for our dynamic high-tech triangle which reaches from Acton to Ridgecrest, Boron to Tehachapi. Through outreach, education and collaboration, we're making the world quite aware of our 3,000 square miles of opportunity — accessible, affordable and available.

As an Investor, your business will find trusted allies to help you out, as well. As an elite Investor of the Greater Antelope Valley Economic Alliance, you’ll have access to industry experts, sage advice from experienced colleagues and referrals to key business resources throughout the region. These invaluable tools provide both existing area executives as well as potential relocating CEO's with timely, accurate and insightful information you’ll find nowhere else.

We invite you to become part of this important voice for Southern California's Leading Edge. You will gain new perspective and intelligence only GAVEA can deliver. By making a small monthly investment your organization will benefit from the opportunity to improve and sustain the economic vitality of our region. If finding allies in enterprise is important to you, join us in our quest to create a more vibrant and healthy regional economy.

Join the Alliance today!

For more information or to obtain an Investor's packet, please contact:

661.722.6566 • www.SoCalLeadingEdge.org • info@SoCalLeadingEdge.org

Let us add you to this list of elite GAVEA investors!

- Antelope Valley College
- Antelope Valley Hospital
- Antelope Valley Transit Authority
- Atkinson and Associates
- A.V. Air Quality Management District
- A.V. East Kern Water Agency
- BHE Renewables, LLC
- BYD Motors Inc.
- Choices in Learning
- City of California City
- City of Lancaster
- City of Tehachapi
- Coldwell Banker Commercial Valley Realty
- County of Los Angeles 5th District Supervisor Kathryn Barger
- Kaiser Permanente
- Kern County
- Learn 4 Life
- Lockheed Martin
- Los Angeles County Workforce Development Board
- Mojave Air and Space Port
- Northrop Grumman
- Palmdale Regional Medical Center
- Palmdale Water District
- Rio Tinto Minerals
- Southern California Edison
- The Gas Company
- VNSA Insurance Associates
- Wells Fargo Bank
- Western Pacific Roofing
# Investor Member Application

www.SoCalLeadingEdge.org • info@SoCalLeadingEdge.org

**661.722.6566**

<table>
<thead>
<tr>
<th>Date</th>
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**Name of Business**

<table>
<thead>
<tr>
<th>Street Address</th>
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**City**

<table>
<thead>
<tr>
<th>State</th>
<th>Zip</th>
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</table>

**Phone ( )**

<table>
<thead>
<tr>
<th>Fax ( )</th>
<th>Mobile ( )</th>
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<tbody>
<tr>
<td>[ ]</td>
<td>[ ]</td>
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</table>

**Primary Mailing Address** (if different than above)

| [ ] |
| [ ] |

**Name of Primary Contact**

<table>
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<tr>
<th>Title</th>
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</tbody>
</table>

**Email Address (primary contact)**

| [ ] |
| [ ] |

**Preferred method of communication (check one)**

- [ ] Email
- [ ] U.S. Mail
- [ ] Fax
- [ ] Other

**Name of Secondary Contact**

<table>
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<tr>
<th>Title</th>
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<tbody>
<tr>
<td>[ ]</td>
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</tbody>
</table>

**Phone Number (secondary contact)**

| ( ) |
| [ ] |

**Email Address (secondary contact)**

| [ ] |
| [ ] |

**Desired Investment Level** (please check one)

- [ ] Introductory Investor $1,000 (First Timers Only)
- [ ] Atlantis Investor $2,500
- [ ] Endeavor Investor $5,000
- [ ] Discover Investor $10,000
- [ ] Regional Investor $15,000

**Preferred billing schedule for your Investment** (please check one):

- [ ] Annual payment in the amount of $ paid on
- [ ] Quarterly installments of $ to begin on
- [ ] Monthly installments of $ to begin on

*Please make check payable to the Greater Antelope Valley Economic Alliance. Invoices will be emailed 60 days before due date. The Greater Antelope Valley Economic Alliance is a 501c6 non-profit economic development corporation working to improve the quality of life for those who live and work in the Antelope Valley.*

*Your Investment and support is greatly appreciated!*
The Greater Antelope Valley Economic Alliance was founded in 1999 by regional business leaders interested in creating one voice and one message to promote the region to site selectors, and corporate executives seeking affordable, accessible and available land and buildings for their next business venture.

We have been leveraging our Investor’s dollars to promote the Antelope Valley for job growth, business expansion and retention and to support our workforce with wealth creating opportunities – Our mission is simply to enhance our regional economy and quality of life…and we cannot carry out this mission without the generous and ongoing support of our Investors.

Please join us in thanking our Investors and allies for their contribution and investment in the region!

GAVEA Investor Packages

<table>
<thead>
<tr>
<th></th>
<th>Introductory Investor</th>
<th>Atlantis Investor</th>
<th>Endeavor Investor</th>
<th>Discovery Investor</th>
<th>Regional Investor</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Business to Business marketing opportunities</strong></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td><strong>Investor listing on GAVEA website and printed materials</strong></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td><strong>Opportunity to purchase an ad in Quarterly E-Newsletter</strong></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td><strong>Invitation to Investor ONLY events</strong></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td><strong>Opportunity to serve on the GAVEA Board</strong></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td><strong>Priority access to research and reports</strong></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td><strong>100 Economic Round Table Reports (annually)</strong></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td><strong>Property Showcase list on website for all investor owned properties or listings</strong></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td><strong>Opportunity to submit stories for the Quarterly E-Newsletter</strong></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
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<td>✓</td>
</tr>
<tr>
<td><strong>Special Recognition at the Annual Event</strong></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td><strong>Access to LEADS (Municipalities, Brokers and Developers only)</strong></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td><strong>Access to reduced exhibitor rates at Trade/Industry Shows (Team CA)</strong></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td><strong>Sponsor of annual Economic Round Table Report (Logo on the back cover)</strong></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td><strong>Program Sponsor for GAVEA events (Business card ad in the event program)</strong></td>
<td>✓</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td><strong>Meal Sponsor for GAVEA events (4 tickets to event and logo in program)</strong></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td><strong>Investor provided handouts at GAVEA Events</strong></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td><strong>Event Sponsor for two GAVEA events annually (4 tickets to events, full page ad in program)</strong></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
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</tbody>
</table>

*First Timers

If your organization is unable to join GAVEA at this time, consider offering your tax-deductible contribution in any amount to our affiliated Antelope Valley Economic Research and Education Foundation. This 501(c)(3) organization is dedicated to furthering the research and education critical to the retention, expansion and attraction of wealth-creating jobs and opportunities within our region.
Special Thanks to Our Non-Profit Allies

Greater Antelope Valley Economic Alliance
Allies for Enterprise

With Appreciation & Thanks to Our Sponsors for Making This Report Possible

lancaster + ca
TEHACHAPI CALIFORNIA

ANTELOPE VALLEY BOARD of TRADE

ANTELOPE VALLEY SCHOOL DISTRICT

AVERK

COLDWELL BANKER COMMERCIAL Valley Realty

ETP Employment Training Panel

PALMDALE REGIONAL MEDICAL CENTER

RioTinto

TEJON RANCH Building the Legacy

WELLS FARGO

WESTERN PACIFIC Roofing Corporation Since 1940

So Cal CDC

BIRDWREST Film & Tourism Convention

ANTELOPE VALLEY Adult Education Regional Consortium
AVC • AVCUSD • SAUSD

Antelope Valley Film Office www.avfilm.com

ANTELOPE VALLEY CAREER CENTER

MIM

California City Chamber of Commerce

Mojave Transportation Museum