



CITY OF VICTORVILLE  
DEPARTMENT OF ECONOMIC DEVELOPMENT  
14343 CIVIC DRIVE  
VICTORVILLE, CA 92392

VICTORVILLE  
California

## RECENT & UPCOMING EVENTS

- March 18, 2010**..... Small Business Day  
Hilton Garden Inn, Victorville, CA
- April 18-20, 2010** ..... CoreNet Global Spring Summit  
New Orleans, LA
- May 23-25, 2010**..... International Council of Shopping Centers (ICSC) ReCon  
Las Vegas, NV

Contact us at [opportunities@victorvillecity.com](mailto:opportunities@victorvillecity.com) to be removed from our mailing list.

### For more events information contact:

Tracy Foster • City of Victorville, Economic Development  
(760) 241-6425 • [tfoster@victorvillecity.com](mailto:tfoster@victorvillecity.com)

## DEVELOPMENT OPPORTUNITIES

### Foxborough Industrial Park

Foxborough Industrial Park features two sites currently available for build-to-suit. The sites are zoned for industrial use and are immediately available for development. Foxborough Industrial Park is home to many world-class companies such as Goodyear Tire & Rubber Company, M&M/Mars, Nutro Products and ConAgra Foods.

#### The 5-acre and 7.49-acre location features include:

- 10.29-acre (gross)/7.49-acre (net) site available for a facility up to 158,000 square-feet
- 5-acre site available for a facility up to 138,000 square-feet
- Fully improved finished lot with all utilities to the site
- Fully entitled business park
- Less than 3 miles to Interstate-15
- Zoning: M-2
- Outside of restrictive South Coast AQMD
- Ready for design review submittal

#### Contact:

Collette Hanna, Business Development Manager  
City of Victorville, Economic Development  
(760) 243-6324  
[channa@victorvillecity.com](mailto:channa@victorvillecity.com)



Foxborough Industrial Park boasts two available sites for build-to-suit or purchase.  
(Top: 5-acre site) (Bottom: 7.49-acre site)

Presort  
Standard Rate  
US Postage  
**PAID**  
Permit #300  
Chico, CA



# OPPORTUNITIES

ISSUE 9 VICTORVILLE, CALIFORNIA

SPRING  
2010

## OPPORTUNITIES IN THIS ISSUE

*Your Business Here*  
Retail Sales Comparison

*Outlook SCLA*  
Pacific Aerospace

*Program Opportunities*  
U.S. Customs

*Local Vision*  
3PL Companies

*Development Opportunities*  
Foxborough Industrial Park

## RCVD Inc. – Promoting Economic Growth in the Victor Valley

The United States Congress in 1992 enacted legislation to create a Pilot Immigration Program to be administered by U.S. Citizenship and Immigration Services (USCIS). One such Pilot Immigration Program is the EB-5, permitting foreign citizens to receive permanent U.S. residency in exchange for making a minimum investment of \$500,000 in a new commercial enterprise that will create at least ten direct or indirect full-time jobs in an area designated as a Regional Center.

On June 19, 2009 the USCIS, as the EB-5 administrator, awarded a regional center designation to Victorville, as the Victorville Regional Center (VRC). The Regional Center of Victorville Development, Inc. (RCVD, Inc.) is a California non-profit corporation created for the purpose of promoting social welfare by providing advisory administrative and analytical services associated with and making recommendations regarding potential investments in the VRC. As part of the designation, the USCIS identified four qualified investment projects at the city's largest industrial park, Southern California Logistics Airport.

Southern California Logistics Airport (SCLA) is an 8,500-acre fully dedicated logistics and industrial park that features world-class tenants such as Dr Pepper Snapple, Boeing, Pratt Whitney, General Electric and Newell Rubbermaid. SCLA provides an ideal logistics hub combining air cargo, rail and ground transportation with immediate access to the Western United States via Interstate -15 and Highway 395. The projects identified by RCVD, Inc. and approved by USCIS include the SCLA wastewater treatment facility, SCLA hybrid power generation, intermodal rail development and SCLA infrastructure improvements.

The program's goal is to raise up to \$100 million for investment into the identified projects. The program will initially contain fifty (50) investors, each investing a minimum of \$500,000. Once invested in the program, qualified investors will receive an EB-5 Green Card and may obtain U.S. citizenship after 5 years. For more information on the program, visit [www.RCVDInc.com](http://www.RCVDInc.com).



VICTORVILLE  
California



## Your Business Here

The Mall of Victor Valley has consistently out-performed similar sized competitors wholly or partly owned by their parent company, industry giant Macerich. Here is a list of similarly sized malls, with a similar regional population, based on retail square footage and population within a 30-minute drive.

## Retail Sales Comparison

Similar malls based on square footage and population size within 30 min drivetime

| Mall              | Size by Square Feet | Population within 30 Minute Drive | Median Household Income | Sales Per Square Feet |
|-------------------|---------------------|-----------------------------------|-------------------------|-----------------------|
| Santa Barbara, CA | 492,816             | 229,558                           | \$66,069                | \$444.00              |
| Victorville, CA   | 545,984             | 283,179                           | \$51,039                | \$442.00              |
| Billings, MT      | 603,908             | 143,346                           | \$46,415                | \$369.00              |
| Capitola, CA      | 586,174             | 276,827                           | \$72,126                | \$329.00              |
| Burlington, WA    | 588,130             | 236,523                           | \$53,199                | \$320.00              |
| Cedar Rapids, IA  | 688,747             | 297,766                           | \$58,088                | \$318.00              |
| Harrisonburg, VA  | 505,426             | 154,170                           | \$47,102                | \$252.00              |
| Leesburg, FL      | 558,324             | 279,334                           | \$43,545                | \$229.00              |
| Prescott, AZ      | 588,869             | 107,152                           | \$48,365                | \$224.00              |

\*All malls listed are wholly or partly owned by Macerich. Based on 2008 sales. Source: Macerich and ESRI, Inc.



BUSINESS NEWS SUCCESS STORIES LOCAL DEMOGRAPHICS SERVICES REAL ESTATE BUSINESS NEWS SUCCESS STORIES

## Outlook SCLA

### Pacific Aerospace

In September, Pacific Aerospace Resources and Technologies took over operations at the former Victorville Aerospace at SCLA. The facilities include three hangars, warehouse and office space totaling over 280,000 square feet. Pacific Aerospace specializes in maintenance, repair and overhaul of heavy commercial narrow and wide body aircraft. Pacific Aerospace combines state-of-the-art technology with industry expertise to provide unique solutions at SCLA and beyond.



Pacific Aerospace specializes in maintenance, repair and overhaul (MRO) at SCLA.

## Program Opportunities

### U.S. Customs

Southern California Logistics Airport (SCLA) is home to a 24 hour U.S. Customs Port of Entry. The U.S. Customs office provides tenants with the opportunity to import or export goods through SCLA without the usual fees and taxes associated with customs laws in the United States. Goods are moved directly from the Port of Los Angeles/ Long Beach or flown into SCLA cleared through the U.S Customs office and routed to their final destination.

Goods can also be sent to SCLA's bonded warehouse, where it can be distributed on an as-needed basis. The bonded warehouse operates in conjunction with the U.S. Customs office and SCLA's Foreign Trade Zone #243. The bonded warehouse allows companies to manufacture, assemble, store and manipulate eligible merchandise before fees are assessed, providing additional savings through the program.

Victorville's U.S. Customs Port of Entry has cleared all types of merchandise and goods including cars, perishables, electronics, home décor, power tools, textiles, handbags, toys and ATVs. The largest user at the Victorville office is Black and Decker, serving their Southern California market with inventory stored at their Rialto warehouse under Foreign Trade Zone #243.

SCLA's Customs office is staffed by Port Director, Officer Nancy Gooden, who has served with U.S. Customs for over 33 years. Officer Gooden spent 29 years at LAX and has been with SCLA since 2005.

## Local Vision

### Third Party Logistics Companies

The City of Victorville has become a perfect location for companies in the third party logistics industry. Third Party Logistics (3PLs) companies provide the resources to manage services, parts or supply chain functions for large corporations, bundling services to provide efficiency and cost savings. Most 3PLs act as a distributor to major market areas for nationally-renowned companies looking to save on storage, packaging and transportation costs.

Victorville Foxborough Industrial Park has become home to several major 3PL providers including Aspen, Exel Logistics and Americold. Aspen manages the supply chain and distribution functions for M&M/Mars products. Exel Logistics manages inventory, supply chain and distribution functions for Goodyear Tire and Rubber Company. Americold acts as a cold storage facility and distributor for ConAgra Foods. All three companies rely on their Victorville 3PL location to provide immediate inventory to the Southern California market in a cost-effective way.

Victorville is an especially attractive location for 3PL companies because of the proximity to the Southern California and Western United States markets, the low cost and availability of land, and large local workforce. The City of Victorville has welcomed 3PL companies to the area, offering assistance with site selection and permitting in addition to customized incentive packages. Don Schjeldahl, Vice President, The Austin Company said "Victorville's Department of Economic Development is among the few Southern California communities that is a strong

partner with business when it comes to locating new business and supporting existing operations. The Foxborough Industrial Park is an example of the careful planning and effective management that is part of Victorville's economic development effort."

The City of Victorville's successful efforts in attracting major 3PLs has been a key component in the development of the City's two major industrial parks, Foxborough Industrial Park and Southern California Logistics Airport. Future growth at both parks will include additional 3PL companies that can offer access to regional markets and low cost services to world-renowned companies.

**"Victorville's Department of Economic Development is among the few Southern California communities that is a strong partner with business when it comes to locating new business and supporting existing operations. The Foxborough Industrial Park is an example of the careful planning and effective management that is part of Victorville's economic development effort."**

**Don Schjeldahl,**  
Vice President, The Austin Company



## CONTACT US

City of Victorville  
Economic Development Department  
(800) 780-1050  
www.victorvillecity.com  
Email: opportunities@victorvillecity.com