



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

VICTORVILLE
California

RECENT & UPCOMING EVENTS

- September 2-4**..... ICSC Western Division Conference
San Diego, CA
- October 12-14**..... CoreNet Global Fall Summit
Las Vegas, NV
- October 15, 2009** High Desert Opportunity
San Bernardino County Fairgrounds, Victorville, CA
- October 20-22**..... NBAA Annual Meeting and Convention
Orlando, FL

Contact us at 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

DEVELOPMENT OPPORTUNITIES

Distribution Centre 1

Located at Southern California Logistics Airport (SCLA), Distribution Centre 1 is a 1,000,010 square foot distribution facility currently available for lease. The 46-acre site is at the northwest corner of Phantom West and Air Expressway in Victorville with easy access to Interstate-15 and Highway 395. Distribution Centre 1 was completed in October 2008 using green technology, providing prospective tenants a world-class facility ready for manufacturing or distribution use.

Distribution Centre 1 Includes:

- 1,000,010 square-foot facility
- 3 – 4,000 square foot office pads
- Parking includes: 405 struck stalls and 328 auto stalls
- Fenced yard for trailer storage
- Less than 3 miles to Interstate-15 and less than 1 mile to Highway 395
- Built using green technology including 3% skylights
- Located at a Foreign Trade Zone, LAMBRA Enterprise Zone and a U.S. Customs Port of Entry

Contact: Jay Dick, CB Richard Ellis, (909) 418-2149
Collette Hanna, City of Victorville, (760) 955-5032



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OPPORTUNITIES

ISSUE 8 VICTORVILLE, CALIFORNIA

SUMMER
2009

OPPORTUNITIES IN THIS ISSUE

Your Business Here

Victorville Population

Outlook SCLA

LEED Certified
Development at SCLA

Program Opportunities

LAMBRA Enterprise Zone

Local Vision

Excel Scientific

Development Opportunities

Distribution Centre 1

The Future of Victorville, California

Just as other cities in the country have undergone significant change in the past few months – so, too, has Victorville. Victorville led the way in growth in the state for 2007, and was second in growth in the country in 2008. The national closing of major retail chains has occurred in Victorville as it has in other cities. However, Victorville's "change" has brought about a re-birth of what the community is built on – a place where people can work, raise families, and be secure and stable. Citizen participation and help for the small business and the large corporation continue to be a driving force. Our change has taken us back to our origins as a city.

Victorville continues to make investments in the community through infrastructure projects, the development of Southern California Logistics Airport, and a new program to help developers during these challenging times.

Nisqualli Interchange

The Nisqualli interchange is a significant infrastructure project for the City. This east-west connection will provide additional access off the busy Interstate 15, and provide traffic relief within the City itself. From I-15, Nisqualli provides direct access via a designated truck route to Foxborough Industrial Park and its businesses, including Goodyear Tire & Rubber Company, M&M/Mars, and ConAgra Foods. This award-winning industrial park is a major driver of jobs and stability for the Victorville economy; the direct connection to I-15 via Nisqualli will only boost its impact on the logistics industry in the area. The new interchange is 90% complete and construction is set to begin in early 2010.

SCLA Infrastructure Development

Southern California Logistics Airport (SCLA) continues to be a driving force for all Victor Valley communities. Infrastructure support has been the greatest here, with over \$12 million invested for upgrades of roads and utilities. Key to the success of SCLA is the City's innovation and entrepreneurial approach to doing business. That innovation has led to the development of a 2,000,000/gpd wastewater treatment facility, to assist the development of Dr Pepper Snapple and other food processing companies looking for a business-friendly community to call home. This new treatment facility is dedicated to SCLA only, and will provide an economical and efficient solution to manufacturing operations. Construction on the plant will be complete in summer 2010.

(story continues on inside right page)



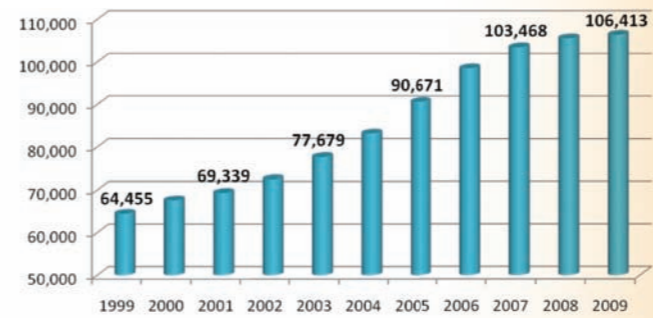
VICTORVILLE
California



Your Business Here

In August 2008, the City of Victorville was named the second fastest growing city in the nation with a 9.5% increase in population between July 2006 and July 2007 (U.S. Census Bureau report on top 25 fastest growing cities). Victorville's population explosion over the last decade has been driven by the city's convenient location in the Southern California market, affordable housing prices and job growth opportunities. Currently the city's population is at 106,413. The city has grown at an incredible rate, with 65% growth in the past decade.

Victorville Population Ten Year Progression



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

Outlook SCLA

LEED Certified Development at SCLA

The City of Victorville and Stirling Enterprises continues development at SCLA with several buildings recently completed as a part of Phase 1 development. Over 2 million square feet of industrial space is currently available with over four million square feet in the planning stages.



SCLA's master plan includes over 2 million square feet of available industrial space.

Program Opportunities

LAMBRA Enterprise Zone

In 1992, as a result of the Base Realignment and Closure (BRAC), Victorville's George Air Force Base was permanently closed. The City worked vigorously to create an efficient use of the 8,500-acre site by creating Southern California Logistics Airport (SCLA). SCLA is a fully dedicated industrial park with global access via air, ground, and rail transportation. The city also worked with state officials to secure a LAMBRA Enterprise Zone designation at SCLA. LAMBRA – a Local Agency Military Base Recovery Area – was developed to attract new businesses and employment opportunities to areas affected by base closures.

Since this designation, the City of Victorville has been able to offer companies locating to SCLA incentives to reduce start-up and operating costs such as sales and use tax credits, hiring credits and business expense deductions. LAMBRA also allows a net operating loss carry-over (NOL) for up to 15 years. These incentives have paved the way for companies to save during initial construction as well as reduce ongoing expenses insuring businesses success. The LAMBRA program is facilitated by the State of California and all businesses that locate to SCLA are eligible. Companies that have utilized the LAMBRA program include Artesian Spas, Kiewit Industrial and Excel Scientific.

Local Vision

Excel Scientific

Excel Scientific, Inc. located in Victorville at Southern California Logistics Airport (SCLA), is a leading manufacturer of high-performance microplate sealing films and related laboratory products for the laboratory supply industry.

Excel Scientific was looking for a location to conduct their business, including being a part of a business/logistics park in an area allowing the ability to expand and with an excellent labor pool available. They found the perfect spot and moved to SCLA in 2008 into a new building that includes 18,375 square feet of manufacturing and warehouse space and 8,000 square feet of office space. In their new space, Excel Scientific has access to an international airport dedicated to cargo processing, easy access to major freeways and a diverse labor force. Excel Scientific is ideally positioned to continue to provide exceptional service to its customers.

Founded in 1992 in a garage in Wrightwood, this woman-owned business (certified by the Women's Business Enterprise National Council) was founded on three core values that the company still adheres to today: integrity, excellence, and a passion for the customer. Excel Scientific's aim is to provide products of outstanding performance and utility for their distributors and their customers. Due to their focus on quality, excellence, and customer needs, they have become experts at product manufacturing and innovation, allowing specific customization for their customers that set them ahead of their competition. Additionally, they have worldwide recognition for their products. They are consistently



LOCAL VISION

working on improvements to technology and new products and are currently exploring patents for new advancements in the laboratory supply industry. Their hope for the future includes more new products and innovations and more manufacturing to be done at their SCLA home, which will help to convert more export sales into U.S. labor, as well as continuing to exceed all expectations and provide the finest products available in their industry.

The Future of Victorville, California

(continued story from cover)

Deferred Development Fees

Lastly, in these difficult times, we realize the impact on developers and the challenges of doing business. To offset these costs, from now until 2012, the City is offering a deferral of Development Impact Fees for new commercial and residential projects within the City. It has always been our strength to be business-friendly, and to understand the business needs of companies looking to develop in the City.

Again, change for Victorville means relying on our values and principles as a community, and welcoming others to our city to take part. Victorville is still "A World of Opportunity" for business, and our reliance on those things that remain the same gives us a bright, prosperous outlook for the future.

Mayor Rudy Cabriales

CONTACT US

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