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Chevron is a proud partner of the Kern Economic Development Corporation.

A strong economy is good for everyone's business. So at Chevron, we help to support the economy where we operate. We purchase goods and services locally. And we're committed to supporting the businesses around us. We’re making investments where we work that will benefit the whole community — including us.

Learn more at chevron.com
Kern County, California

Where Business is Boundless

IN 1988, Kern County’s public and private sector leaders forged a strategic coalition to attract and retain high-value jobs for the region. Since then, Kern EDC-assisted projects have generated over 32,000 jobs; $6 billion in capital investment; and $1.2 billion in wage income for Kern County.

In June 2020, Kern EDC’s Board of Directors adopted the 2020-2023 Strategic Plan designed to guide the organization’s business development activities and programs through the ever-changing economic landscape. This bold visioning document is supported by a new mission “to cultivate and promote Kern County’s boundless opportunities for business.”

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

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

An annual (quantitative) performance scorecard was also established to track the organization’s progress in achieving the business development goals and objectives.

Indeed, Kern EDC is well positioned to succeed in these three fundamental economic development areas. Recent “best practice” programs and initiatives include the launch of monthly site selector (virtual) meetings with consultants around the nation; the rollout of a county-wide business vitality program designed to assist the region’s manufacturers with their expansion and retention needs; the premier of the Moving the Needle: Economic Pillars of Kern County series; and the momentum created by the Kern Initiative for Talent and Entrepreneurship (KITE) project.

Finally, we were very honored to receive a prestigious 2020 International Economic Development Council “Excellence in Economic Development Award” for the Kern County STEMposium. IEDC’s recognition of the Kern Economic Development Foundation’s signature event is the crowning achievement in the industry.

We invite you to partner with Kern EDC on our bold and innovative business development agenda, making Kern County the “best investment a business can make!”
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6-12 | Helping Businesses Thrive in Kern County Since 1988
Learn more about the county’s primary engine for economic and talent development.

14-15 | Top 10 Reasons to Do Business in Kern County
With top rankings making national news, it’s easy to see why Kern County is an economic powerhouse.

18-19 | Quality of Place
With an array of outdoor and cultural activities, Kern County has something for everyone.

22-24 | Kern County by the Numbers
Take an in-depth look into Kern’s economic growth, cost of living, industry projections, and much more.

26-27 | Community Profile
With one of the fastest-growing populations in the nation, Kern’s diverse communities continue to flourish with opportunities.

30-35 | Kern’s Business Advantage
Strategic market access and a business-friendly environment are just two of the reasons why companies prefer Kern County.

Front cover includes photos courtesy Michael McCloskey, Tony Moreno, and others
California
A powerful place to be

Whether your business is looking to relocate, expand or identify cost solutions, we can help with our Economic Development services and incentives.

For more information, visit pge.com/economicdevelopment.
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<td>Kern County is the leading energy provider for California and is connected to the strongest players in the global energy industry.</td>
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</table>
The Kern Economic Development Corporation (Kern EDC) is a public-private partnership formed in 1988 with the mission of cultivating and promoting Kern County’s boundless opportunities for business.

**Kern EDC Services**

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

**WORKFORCE DEVELOPMENT, TALENT ATTRACTION & RETENTION**
Kern EDC works closely with California State University Bakersfield, Kern County Superintendent of Schools, our three local community colleges, and private education institutions that prepare Kern County’s workforce. We help ensure that educators know what existing and new businesses are looking for in their talent. The recently-launched Kern Initiative for Talent and Entrepreneurship (KITE) partnership aims to aggressively promote and develop Kern County’s burgeoning entrepreneurial ecosystem.

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

**PRIVATE/PUBLIC SECTOR SYNERGY**
Whether we are helping facilitate Kern’s already expedient permitting process, or advocating on behalf of regional companies, our strong relationship with the County and local cities is invaluable.

**RESEARCH**
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 businesses. Kern EDC’s website and E-newsletter inform the community and interested parties around the country about economic trends and news that affects the 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 the local economy.

Kern EDC has never wavered from its mission to cultivate and promote Kern County’s boundless opportunities for business.
Valley Strong Credit Union is a proud supporter of the Kern Economic Development Corporation!
GROUND BOUNDLESS
Building a STEM Pipeline

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

MOST EXECUTIVES LOOKING TO EXPAND OR RELOCATE THEIR BUSINESS have a keen eye on a community’s workforce and its abilities to fill the jobs they will create. While Kern EDC focuses on job creation, it’s clear that workforce development is increasingly important.

Kern Economic Development Foundation (KEDF) was founded more than 10 years ago as a 501(c)3, and it focuses on bridging the gap between the business and education communities in Kern County. The goal is to create a better prepared workforce for current and future local employers, with special emphasis on building a bigger and better STEM (science, technology, engineering, and mathematics) talent pipeline.

KEDF’s initiatives include programs designed to encourage students and adults alike to pursue STEM education and careers. Current projects include elementary and high school mentoring programs, the Women in STEM initiative, and the annual Kern County STEMposium.
The health and vitality of communities is an output of a strong economy, and the Kern Economic Development Corporation is laser-focused on the attraction and retention of businesses to continue to build and stabilize our base.

— JOE ASHLEY, Chair
<table>
<thead>
<tr>
<th>Name</th>
<th>Title/Role</th>
</tr>
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<tbody>
<tr>
<td>DAVID HOWLETT</td>
<td>Business Development</td>
</tr>
<tr>
<td></td>
<td>Braun Electric Company</td>
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<tr>
<td>Hugh McMahon</td>
<td>Executive Vice President, Real Estate</td>
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<td></td>
<td>Tejon Ranch Company</td>
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<tr>
<td>Steve Renock</td>
<td>President &amp; CEO</td>
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<td></td>
<td>Valley Strong Credit Union</td>
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<tr>
<td>Kim Huckaby</td>
<td>CEO</td>
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<td>Bakersfield Association of REALTORS®</td>
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<tr>
<td>Sean McNally</td>
<td>President &amp; CEO</td>
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<td></td>
<td>Houchin Community Blood Bank</td>
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<tr>
<td>Amy Roth</td>
<td>Vice President, Regulatory Affairs</td>
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<td>E&amp;B Natural Resources</td>
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<tr>
<td>Ken Keller</td>
<td>President &amp; CEO</td>
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<td>Dignity Health</td>
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<td>Mike Moore</td>
<td>Vice President - Key Relationship Manager</td>
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<td>Farm Credit West</td>
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<td>Tom Saba</td>
<td>President</td>
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<td>Saba Agency</td>
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<td>Rick Kreiser</td>
<td>President</td>
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<td>Carney’s Business Technology Center</td>
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<td>David Morton</td>
<td>Managing Director</td>
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<td>Sullivan Petroleum Company</td>
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<td>Geraud Smith</td>
<td>President &amp; CEO</td>
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<td></td>
<td>Valley Republic Bank</td>
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<tr>
<td>Wayne Kress</td>
<td>Senior Director/Principal</td>
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<td></td>
<td>Cushman &amp; Wakefield</td>
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<tr>
<td>Suzanne Noble</td>
<td>Director of Production Operations</td>
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<td></td>
<td>Western States Petroleum Association</td>
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<tr>
<td>Mark Novak</td>
<td>Dean, the Division of Extended Education</td>
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<tr>
<td></td>
<td>&amp; Global Outreach California State University, Bakersfield</td>
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<tr>
<td>Scott Thayer</td>
<td>Senior Vice President</td>
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<td></td>
<td>Castle &amp; Cooke</td>
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<tr>
<td>Todd Suntrapak</td>
<td>President &amp; CEO</td>
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<td></td>
<td>Valley Children's Healthcare</td>
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<tr>
<td>Cathy Prout</td>
<td>Mayor</td>
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<td>City of Shafter</td>
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<td>Jeanie O’Laughlin</td>
<td>Mayor</td>
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<td>City of California City</td>
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<td>Susan Wiggins</td>
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<td>Megan Lopez</td>
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<tr>
<td>Chris Wilson</td>
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<td>S.C. Anderson</td>
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<tr>
<td>Daniel Wolcott</td>
<td>President</td>
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<td>Adventist Health Kern County Care Delivery</td>
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Sights & Scenes

Staff

RICHARD CHAPMAN
President & CEO

ALONDRA SANTIAGO
Business Development Coordinator

MELINDA BROWN
Vice President of Business Development

CHRISTINA MILLER
Administrative Specialist

SOPHIA GLIGOREVIC
Marketing & Member Relations Manager

INTEGRITY COLLABORATION STEWARDSHIP SERVICE

Cultivating and promoting Kern County’s boundless opportunities for business
Rated the **Best Place for Logistics** in California*

*Boyd Company Logistics Study, 2015*

- Fully entitled lot sizes to accommodate a variety of configurations from 10 acres to 100+
- Buildings sizes from 100,000SF to over 2 million
- Clear heights from 40’ to 100’
- Lot sizes to accommodate 1000+ trailers and employee parking
- 10Gbps In-Place High Speed Fiber Optic (expandable to 40Gbps) and 21kV of power located throughout the park
- BNSF-certified rail accessible sites
- Quality labor force capable of supporting an industrial market of more than half a billion square feet

For more information please go to www.wonderfulindustrialpark.com

Discover Distribution the Wonderful Way
Top 10 Reasons to Do Business in Kern County

1. Location, Location, Location!
KERN COUNTY IS GEOGRAPHICALLY THE CENTER OF CALIFORNIA’S POPULATION, making it accessible to nearly 40 million consumers.

2. #2 in the Nation for Agriculture Production
(2019 Kern County Crop Report)
The county leads the nation in pistachio and almond production, with grapes, citrus, and milk being some of the other top commodities.

3. #3 in Job Creation
(Surge Cities 2020)
Bakersfield was ranked #3 in job creation for attracting more entrepreneurs and providing an opportunity for businesses to stand out.

4. #5 Housing Market in the Nation
(RealtyHop)
Bakersfield is ranked the fifth most affordable housing market in the nation.

5. Economic Resiliency
(Chmura Economics & Analytics, JobsEQ)
Bakersfield MSA ranked among top 15 metro areas in the U.S. for economic resiliency during the COVID-19 pandemic. Rankings were based on news reports for key industries, unemployment claims data, job postings, and other data.

6. #7 Oil-producing County in the U.S.
(Drilling Edge)
Kern County is the No. 7 oil-producing county in the nation, yielding 111 million barrels of oil annually. This amount represents 71% of California’s total oil production and a daily production of 326,000 barrels of oil.
Kern’s impressive accolades demonstrate its stability as an economic powerhouse.

4  Fastest-growing City in California  
(California Department of Finance, Demographic Research Unit)

Bakersfield’s population grew by 1.7% in 2019, which was more than eight times greater than California’s growth rate.

8  #1 in the U.S. for Engineering Salaries  
(Live Career)

Kern County leads the country with a median engineering salary of $106,847.

9  Kern County Jobs Pay More than the U.S. Average  
(Bureau of Labor Statistics)

Employees in 29 different occupations earn more in the Bakersfield area compared to the national average.

10  #3 in Nation for Human Capital Availability  
(WalletHub)

The Bakersfield MSA ranked #3 in the U.S. for human capital availability, defined as the economic value of an employee’s skill set.

With top rankings making national news, it’s easy to see what Kern County is “the land of opportunity.”
About The Mogharebi Group (TMG): The Mogharebi Group is a brokerage firm specializing in the multifamily property sector throughout California. With unrivaled local knowledge, an extensive global network of top real estate investors, state of the art technology, and direct access to capital, The Mogharebi Group is the best choice to meet the needs of major private investors and investment funds.

“Our focus on building sustained long-term relationships over transactions, and quality over quantity is how we continue to help our clients create wealth.”

Mark Bonas Senior Vice President
Real Estate is a powerful asset. It helps define the business of a company, the spirit of a startup, the values of an investor. We provide an integrated suite of services which guide our clients from strategy through implementation. We help our clients put ideas into action, across industries, in the right markets, to the right facilities, on time, within budgets, and without fail throughout Kern County and around the globe.

What can we do for you? paccra.com

IDEAS INTO ACTION

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We Believe That Your Interior Environment Should Reflect the Culture and Brand You Have Worked So Hard To Create.

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We’re your team for innovative, collaborative IT services and solutions to enhance and support your Kern County business.

Delivering quality service for 42 years.
Quality of Place

FROM FAMILIES TO COLLEGE STUDENTS TO BUSINESS PROFESSIONALS, Kern County has much to offer anyone looking for an affordable and attractive place to live their dreams. Cultural and outdoor activities abound, various sports teams offer entertainment and housing prices are more reasonable than anywhere else in California. Kern County’s combination of large community opportunity and small-town appeal is just right.

Family, Friends, Food & Fun: Bakersfield is One of the Most Fun Cities in America!

According to a 2019 WalletHub study, Bakersfield was ranked as one of the “Most Fun Cities in America” based on three specific areas: entertainment and recreation, nightlife, and costs. The Bakersfield MSA received the highest score in the cost category.

MOST FUN CITIES IN AMERICA

Bakersfield ranks #4 in Net Business Creation—Surge Cities
Kern County, California WHERE BUSINESS IS BOUNDLESS

**Median Home Prices and Affordability**

<table>
<thead>
<tr>
<th>REGION</th>
<th>MEDIAN HOME PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kern County</td>
<td>$60,000</td>
</tr>
<tr>
<td>San Francisco</td>
<td>$1,665,000</td>
</tr>
<tr>
<td>San Diego</td>
<td>$79,026</td>
</tr>
<tr>
<td>Los Angeles</td>
<td>$81,618</td>
</tr>
<tr>
<td>Orange County</td>
<td>$83,327</td>
</tr>
<tr>
<td>Oakland</td>
<td>$88,346</td>
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<tr>
<td>San Francisco</td>
<td>$110,349</td>
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</tbody>
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**Median Home Prices**

<table>
<thead>
<tr>
<th>COUNTY</th>
<th>MEDIAN HOME PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kern County</td>
<td>$292,000</td>
</tr>
<tr>
<td>Los Angeles</td>
<td>$735,000</td>
</tr>
<tr>
<td>Riverside County</td>
<td>$480,000</td>
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<tr>
<td>San Diego</td>
<td>$79,026</td>
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<tr>
<td>San Francisco</td>
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<td>$83,327</td>
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<tr>
<td>Oakland</td>
<td>$88,346</td>
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</tbody>
</table>

**Affordability**

- Kern County is the second most affordable housing market in California ($292k), with Kings (#1 - $264k), Merced (#3 - $300.5k), Fresno (#4 - $325k) and Madera (#5 - $331.12k) in the top 5!

**Housing Market Update**

- **Median Time on Market**: 9 days (-50%)
- **Median Home Price (K)**: $292,000 (+13.4%)
- **Median Home Price (CA)**: $712,430 (+17.6%)

**Stretching Your Dollar**

If you earn $60,000 and work in Kern County, you’ll be astonished by how much further your money will go compared to other areas in the state.
As REALTORS®, we’re not trying to sell you a home...
We’re helping you achieve your dreams of home ownership!

As Champions of Home™, California REALTORS® know buying or selling your home is about more than just closing – it’s about achieving dreams. That’s why our REALTORS® help guide you through the entire process. From finding that up-and-coming neighborhood to leading you through negotiations and pricing. REALTORS® are people helpers working to help you achieve your dreams of becoming a home owner. Talk to a REALTOR® today, go to bakersfieldrealtor.com where you’ll find a REALTOR® who can help you find your dream home.

Quality of Life
A PLACE YOUR BUSINESS CAN CALL HOME
GET EVERY ADVANTAGE
• Strategically Located
• Business Friendly
• Available Land & Facilities
• Hub for Distribution, Manufacturing, Commercial, Retail
• Quality Workforce
• Located near Hwy 99
• Named 100 Safest Cities in California

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

A Growing Community
Taft provides direct access to the world’s sixth largest economy with close proximity to Interstate 5, Hwy 119 and Hwy 33

Hair provides direct access to the world’s sixth largest economy with close proximity to Interstate 5, Hwy 119 and Hwy 33

FOR INFORMATION, PLEASE CALL
Craig Jones, City Manager
City of Taft Economic Development Department
661-763-0729 ext.10
www.cityoftaft.org

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Dignity Health — Mercy & Memorial Hospitals
Mercy & Memorial Hospitals have three campuses that serve Bakersfield and its surrounding communities. The hospitals provide comprehensive care—mind, body, and spirit—and feature 24/7 emergency rooms, as well as a full range of award-winning and specialty services, some of which include cardiac, orthopedic, neurological, burn, and cancer care.

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

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

In 2019, Kern's Gross Domestic Product reached $51.4 billion, according to data collected by the Bureau of Economic Analysis.

\[
\text{KERN GROWTH IN EMPLOYMENT (2012-22)}
\]

- Construction (2,400)
- Wholesale Trade (1,500)
- Financial Activities (1,400)
- Other Services (1,100)
- Mining & Logging (200)
- Information (200)
- Transportation, Warehousing & Utilities (2,900)
- Manufacturing (3,000)
- Retail Trade (3,400)
- Government (4,500)

- Leisure & Hospitality (4,900)
- Professional & Business Services (6,800)
- Educational Services, Healthcare & Social Assistance (8,900)

Industry Projections

According to the State of California Employment Development Department, industry employment in Kern County is projected to reach 391,800 by 2024, an increase of 16.1% over the next ten years. Total non-farm employment is projected to grow by more than 41,200 jobs by 2024.

\[
\text{KERN COUNTY'S GDP}
\]

$51.4B GDP

\[
\text{5-YEAR UNEMPLOYMENT RATE IN KERN}
\]

- 2015: 15%
- 2016: 12.5%
- 2017: 9.2%
- 2018: 6.6%
- 2019: 7%

Aug. 2020 (State of California Employment Development Department)

\[
\text{KERN COUNTY LABOR STATISTICS}
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<table>
<thead>
<tr>
<th></th>
<th>381,800</th>
<th>35,600</th>
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<tbody>
<tr>
<td>Labor Force</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Employed</td>
<td>346,300</td>
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</tr>
<tr>
<td>Unemployed</td>
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<td></td>
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<tr>
<td>Unemployment Rate</td>
<td>9.3%</td>
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(State of California, Employment Development Department, 2019 average)

\[
\text{AVERAGE WEEKLY WAGES BY COUNTY}
\]

- Kern: $968
- San Diego: $1,315
- San Francisco: $2,772
- Santa Cruz: $1,104
- Santa Barbara: $1,008
- Los Angeles: $1,276
- San Bernardino: $965
- Riverside: $935
- Fresno: $879

(Bureau of Labor Statistics, 2020 Q1)
TOP SAN JOAQUIN VALLEY GDPs

<table>
<thead>
<tr>
<th>COUNTY</th>
<th>GDP ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kern</td>
<td>$51.4</td>
</tr>
<tr>
<td>Fresno</td>
<td>$46.0</td>
</tr>
<tr>
<td>San Joaquin</td>
<td>$30.5</td>
</tr>
<tr>
<td>Stanislaus</td>
<td>$23.7</td>
</tr>
<tr>
<td>Tulare</td>
<td>$19.4</td>
</tr>
<tr>
<td>Merced</td>
<td>$10.4</td>
</tr>
<tr>
<td>Madera</td>
<td>$6.7</td>
</tr>
<tr>
<td>King</td>
<td>$6.6</td>
</tr>
</tbody>
</table>

KERN EMPLOYMENT BY AGE

<table>
<thead>
<tr>
<th>AGE</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>16-19</td>
<td>3.1%</td>
</tr>
<tr>
<td>20-24</td>
<td>11.5%</td>
</tr>
<tr>
<td>25-34</td>
<td>26.0%</td>
</tr>
<tr>
<td>35-44</td>
<td>21.8%</td>
</tr>
<tr>
<td>45-54</td>
<td>19.7%</td>
</tr>
<tr>
<td>55-64</td>
<td>14.1%</td>
</tr>
<tr>
<td>65+</td>
<td>3.8%</td>
</tr>
</tbody>
</table>

COUNTY ANNUAL AVERAGE EMPLOYMENT BY INDUSTRY

TOTAL: 337,600

- Information: 3%
- Financial Activities: 2%
- Other Services: 2%
- Mining & Logging: 3%
- Manufacturing: 6%
- Construction: 8%
- Leisure & Hospitality: 9%
- Professional & Business: 12%
- Trade, Transport & Utilities: 16%
- Agriculture: 19%
- Education & Health: 20%
- Government: 20%
- Professional & Business: 12%

COST OF LIVING IN KERN COUNTY

<table>
<thead>
<tr>
<th>U.S. Base</th>
<th>Kern County</th>
<th>Sacramento</th>
<th>San Diego</th>
<th>Los Angeles</th>
<th>San Francisco</th>
</tr>
</thead>
<tbody>
<tr>
<td>100</td>
<td>110</td>
<td>117.9</td>
<td>141.3</td>
<td>145.9</td>
<td>196.6</td>
</tr>
</tbody>
</table>

(County of Kern, Tax Rates & Assessed Valuations, 2020-2021)

TOP TAXPAYERS (ROUNDED IN M)

<table>
<thead>
<tr>
<th>Company</th>
<th>Value (M)</th>
</tr>
</thead>
<tbody>
<tr>
<td>CA Resources Corporation</td>
<td>$1,190,651</td>
</tr>
<tr>
<td>Chevron USA</td>
<td>$1,154,397</td>
</tr>
</tbody>
</table>

(COLI.org, 2019 Average)
By the Numbers

Total non-farm employment in Kern County is projected to grow by more than 41,200 jobs by 2024.

Total Payroll by Industry in Kern County

<table>
<thead>
<tr>
<th>Industry</th>
<th>NAICS</th>
<th>Total Wages</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agriculture, Forestry, Fishing, and Hunting</td>
<td>11</td>
<td>$2,333,151,697</td>
</tr>
<tr>
<td>Arts, Entertainment, and Recreation</td>
<td>71</td>
<td>$78,680,851</td>
</tr>
<tr>
<td>Construction</td>
<td>23</td>
<td>$1,070,121,550</td>
</tr>
<tr>
<td>Educational Services</td>
<td>61</td>
<td>$1,687,880,265</td>
</tr>
<tr>
<td>Administrative &amp; Support and Waste Management &amp; Remediation Services</td>
<td>56</td>
<td>$717,114,601</td>
</tr>
<tr>
<td>Public Administration</td>
<td>92</td>
<td>$2,087,635,754</td>
</tr>
<tr>
<td>Finance and Insurance</td>
<td>52</td>
<td>$309,863,509</td>
</tr>
<tr>
<td>Health Care and Social Assistance</td>
<td>62</td>
<td>$2,083,260,107</td>
</tr>
<tr>
<td>Information</td>
<td>51</td>
<td>$109,455,712</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>31</td>
<td>$790,356,643</td>
</tr>
<tr>
<td>Mining, Quarrying, and Oil &amp; Gas Extraction</td>
<td>21</td>
<td>$927,852,554</td>
</tr>
<tr>
<td>Professional, Scientific, and Technical Services</td>
<td>54</td>
<td>$771,106,788</td>
</tr>
<tr>
<td>Real Estate and Rental &amp; Leasing</td>
<td>53</td>
<td>$214,428,274</td>
</tr>
<tr>
<td>Retail Trade</td>
<td>44</td>
<td>$1,024,674,536</td>
</tr>
<tr>
<td>Transportation and Warehousing</td>
<td>48</td>
<td>$877,830,845</td>
</tr>
<tr>
<td>Utilities</td>
<td>22</td>
<td>$242,900,362</td>
</tr>
<tr>
<td>Wholesale Trade</td>
<td>42</td>
<td>$534,144,509</td>
</tr>
</tbody>
</table>

Figures may not sum due to rounding. Growth demand is based on 4-qtr moving avg employment from the latest available date. Industry data as of 2019.

(Null)

5-Year Top Industry County Assessment Values Comparison (Rounded in M)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Oil &amp; Gas</td>
<td>$14,890,428</td>
<td>$16,139,190</td>
<td>$15,654,943</td>
<td>$15,229,670</td>
<td>$12,794,110</td>
</tr>
<tr>
<td>Agriculture</td>
<td>$8,924,016</td>
<td>$8,479,317</td>
<td>$8,067,613</td>
<td>$7,754,323</td>
<td>$7,288,567</td>
</tr>
<tr>
<td>Renewables</td>
<td>$4,948,941</td>
<td>$4,876,471</td>
<td>$4,839,302</td>
<td>$4,770,189</td>
<td>$4,659,035</td>
</tr>
<tr>
<td>Healthcare</td>
<td>$2,358,155</td>
<td>$2,239,568</td>
<td>$2,160,521</td>
<td>$2,067,028</td>
<td>$2,020,153</td>
</tr>
</tbody>
</table>
BUSINESS SOLUTIONS
ON-THE-JOB TRAINING PROGRAM
Train your new employees while “On-the-Job” and we will help cover your training costs

NO-COST • SHORT TERM LABOR
Become a “Work Experience” site and train our workforce in new skills before adding them to a payroll

WORK-READY JOB APPLICANTS
Talented, experienced and motivated candidates ready to add value to your business and workforce

RECRUITING ASSISTANCE
Job posting, applicant screening, interview scheduling and on-site facilities for large recruitments available

BUSINESS SOLUTIONS
Offering strategies to maintain your business through economic challenges

www.americasjobcenterofkern.com
For more information call:
(661) 325-HIRE
The AJCC & WIOA are an equal opportunity employer/program. Auxiliary aids and services are available upon request to individuals with disabilities.
Community Profile

There are 11 incorporated cities in Kern County, plus 48 unincorporated census designated places (CDPs). Bakersfield, the county seat, is home to 43% of Kern County’s population. Kern County’s population is expected to reach nearly 1.5 million by 2060.

Population Size

<table>
<thead>
<tr>
<th>Location</th>
<th>Population Size</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kern County</td>
<td>917,553</td>
</tr>
<tr>
<td>Bakersfield</td>
<td>392,756</td>
</tr>
</tbody>
</table>

(State of California, Department of Finance, 2020)

Population Percentage by Race

<table>
<thead>
<tr>
<th>Location</th>
<th>Native Hawaiian or Pacific Islander</th>
<th>American Indian &amp; Alaska Native</th>
<th>Two or More Races</th>
<th>Asian</th>
<th>Black</th>
<th>Other Race</th>
<th>Hispanic or Latino</th>
<th>White</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kern County</td>
<td>0.2</td>
<td>1.1</td>
<td>3.5</td>
<td>4.7</td>
<td>5.5</td>
<td>9.9</td>
<td>52.8</td>
<td>75.1</td>
</tr>
<tr>
<td>Bakersfield</td>
<td>0.2</td>
<td>1.1</td>
<td>3.9</td>
<td>7.3</td>
<td>7.4</td>
<td>11.9</td>
<td>49.5</td>
<td>68.2</td>
</tr>
</tbody>
</table>

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

Bakersfield is the 9th largest city in California

Age & Gender Distribution in Kern

1. Los Angeles (4,010,684)
2. San Diego (1,430,489)
3. San Jose (1,049,187)
4. San Francisco (897,806)
5. Fresno (545,769)
6. Sacramento (510,931)
7. Long Beach (472,217)
8. Oakland (433,697)
9. Bakersfield (392,756)

<18 (29.2%)
18-24 (10.6%)
25-34 (15.3%)
35-44 (12.6%)
45-54 (11.6%)
55-64 (10.3%)
65-74 (6.3%)
75+ (4.1%)

(photo courtesy Tony Moreno)
COMMUNITY POPULATION GROWTH FORECAST

<table>
<thead>
<tr>
<th>COMMUNITY</th>
<th>ESTIMATE 1/1/2020</th>
<th>FORECAST 2021</th>
<th>FORECAST 2030</th>
<th>FORECAST 2040</th>
<th>AVERAGE ANNUAL RATE</th>
<th>INCREASE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kern County</td>
<td>917,553</td>
<td>929,787</td>
<td>1,067,631</td>
<td>1,213,558</td>
<td>1.27%</td>
<td>11,184</td>
</tr>
<tr>
<td>Arvin</td>
<td>21,677</td>
<td>23,800</td>
<td>29,300</td>
<td>36,000</td>
<td>1.70%</td>
<td>636</td>
</tr>
<tr>
<td>Bakersfield</td>
<td>392,756</td>
<td>443,500</td>
<td>566,000</td>
<td>719,500</td>
<td>1.43%</td>
<td>5,520</td>
</tr>
<tr>
<td>California City</td>
<td>14,161</td>
<td>17,300</td>
<td>21,300</td>
<td>26,100</td>
<td>0.46%</td>
<td>871</td>
</tr>
<tr>
<td>Delano</td>
<td>53,032</td>
<td>60,100</td>
<td>68,100</td>
<td>77,300</td>
<td>1.12%</td>
<td>8,985</td>
</tr>
<tr>
<td>Maricopa</td>
<td>1,127</td>
<td>1,170</td>
<td>1,190</td>
<td>1,210</td>
<td>0.45%</td>
<td>5</td>
</tr>
<tr>
<td>McFarland</td>
<td>14,388</td>
<td>14,600</td>
<td>16,800</td>
<td>19,300</td>
<td>0.77%</td>
<td>920</td>
</tr>
<tr>
<td>Ridgecrest</td>
<td>29,350</td>
<td>30,500</td>
<td>33,600</td>
<td>37,600</td>
<td>0.97%</td>
<td>986</td>
</tr>
<tr>
<td>Shafter</td>
<td>20,441</td>
<td>23,700</td>
<td>33,100</td>
<td>47,300</td>
<td>3.17%</td>
<td>1,174</td>
</tr>
<tr>
<td>Taft</td>
<td>8,680</td>
<td>10,900</td>
<td>12,800</td>
<td>15,300</td>
<td>0.32%</td>
<td>1,857</td>
</tr>
<tr>
<td>Tehachapi</td>
<td>12,758</td>
<td>16,000</td>
<td>17,800</td>
<td>20,100</td>
<td>0.94%</td>
<td>3,778</td>
</tr>
<tr>
<td>Wasco</td>
<td>28,884</td>
<td>31,200</td>
<td>38,100</td>
<td>47,500</td>
<td>5.45%</td>
<td>6,071</td>
</tr>
<tr>
<td>Unincorporated</td>
<td>320,299</td>
<td>338,030</td>
<td>370,110</td>
<td>396,890</td>
<td>0.75%</td>
<td>5,063</td>
</tr>
</tbody>
</table>

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

MEDIAN AGE IN KERN COUNTY, CALIFORNIA, AND THE UNITED STATES

The Department of Finance predicts that the Bakersfield MSA will be the fastest growing among major metropolitan regions, projected to grow by 111% to 1.3 million in 2060.

Kern Ranks #3 for Most Diversified Economy

The Bakersfield MSA ranks third among large U.S. metros for most diversified economies, with a mix of industry clusters that includes oil and gas, aerospace and defense, agriculture, and healthcare.

(California’s Central Valley, September 2020)
FROM APPLICATION TO OCCUPANCY
DEVELOPMENT SERVICES IS HERE TO HELP
Experience makes all the difference!
We answer the phone, respond to emails, ready to facilitate YOUR success. Always exemplary service!

For more information contact us today:

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Development Services Department
“Building Something Better in Bakersfield”
Planning | Building | Code Enforcement
(661) 326-3733 | www.bakersfieldcity.us/ds

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Connecting imports and exports
for efficient freight transportation solutions.
Benefitting the economy and the environment in the Valley

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(661) 746 - 5000 BMEADOWS@SHAFTER.COM
HOW WE WORK FOR OUR MEMBERS - 100 YEARS & COUNTING!

**Trusted Advocacy**
We fight job-killing legislation and work hard to maintain a favorable business climate in Bakersfield and Kern County.

**Compliance**
We provide the tools, resources and access to keep members in the know about California’s always-changing laws and latest HR topics.

**Members-Only Benefits**
Includes referrals, marketing opportunities, certificates of origin member special member pricing, listing in our online directory, ribbon cuttings and more.

**Lasting Connections**
Bridge the gap between nonprofits, small businesses and large corporations with mixers, events and our Ambassador Committee.

1725 Eye Street • Bakersfield, CA 93301 • Phone 661-327-4421 • www.bakochamber.com
Kern’s Business Advantage

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

U.S. DRIVE TIME FROM KERN COUNTY

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

CALIFORNIA DRIVE TIME FROM KERN COUNTY
Strategic Location
- California’s population center
- Access to 14% of the U.S. population, within 300-mile radius
- More than 40 million consumers within 4-hour truck drive
- Proximity to world’s 5th largest economy
- Inland port helps lower drayage costs
- Access: Interstate 5, Highway 99 North & South, Highway 46 West to Central Coast, and Highway 58 East to Interstate 15

Business-friendly
- Short permit and plan check, typically measured in weeks and months, not years
- Job training and job search assistance provided by Kern County

Brokerage Houses That Specialize in Business
- ASU COMMERCIAL
  asucommercial.com
- COLLIERS INTERNATIONAL
  colliers.com/en-us/bakersfield
- CUSHMAN & WAKEFIELD | PACIFIC COMMERCIAL REALTY ADVISORS
  paccra.com
- OLIVIERI COMMERCIAL GROUP
  oliviericommercial.com

Available Land & Facilities
- Single-digit vacancy rate
- Cost-competitive commercial real estate
- Class 1 rail from Union Pacific and BNSF
- ShortLine SJVR

Quality, Affordable Workforce
- Low employee turnover rates
- Lowest operating costs in Western U.S.
- Employees enjoy the best wage-to-living standard ratio of any major logistics hub in the Western 13
Wonderful real estate
DEVELOPMENT™

- 80-acre LEED Campus (pursuing) development for general and medical office, commercial, and retail
- Phase I construction complete with build-to-suit availability
- For sale or lease
- Available space from 2,000 SF
- Home to Cubbies Pizza, State Farm, Sola Salon Suites, Riar Dental Arts, and Singh Family Urgent Care

180-acre park with design flexibility
- Premium concrete tilt-up construction warehouses with yards
- For lease, sale or build-to-suit
- Buildings currently available
- Parcels range from 1-12 acres

Wonderful industrial park.

- 1,625-acre master-planned industrial park
- In-place infrastructure, shovel-ready sites
- By-right entitlements for 26M SF of development
- Park offers maximum flexibility with land that is not constrained and offers tenants the unique ability to design a building of substantial size and clear height without sacrificing exterior space for excess parking or storage
- BNSF rail-served sites for up to 2M SF
- Direct access to the only functioning inland port in the Western U.S.
- High-speed fiber optics network that supports 10Gbps
- As one of the largest employers in the Central Valley, Wonderful offers unparalleled access to the area’s abundant and high-quality workforce
TEJON RANCH
COMMERCE CENTER

• 1,450-acre master planned business park permitted for 20 MM SF - with ±6 MM SF already built
• Industrial and Retail opportunities available
• Significant Kern County tax incentives available for employment creation

Industrial Opportunities
• Sites to accommodate 20,000 SF to 2MM SF
• Dual Port access (LA/Long Beach & Oakland)
• Foreign Trade Zone #276
• 631K SF building being designed for 2021 availability

Retail Opportunities
• Outlets at Tejon with 50+ stores and food offerings
• Retail pads ranging from commercial/F&B outparcels, inline stores to destination retail sites available
• Traffic on I-5 of 100K cars per day with 18K exiting at Laval Road each day

Artist rendering of 631,680 SF industrial building planned for Lot 7

Available Industrial Site
Available Commercial Site
Existing Road
Future Road

Legend

Conceptual plan for preliminary planning purposes only. This plan is subject to change and the owner reserves the right to make design or layout changes at any time.
Business Incentives

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

Kern County Business Recruitment & Job Growth Incentive Program

ENHANCEMENTS TO THE COUNTY’S INCENTIVE PROGRAM INCLUDE:

- The County eliminates all caps and special terms on potential sales tax, use tax, and property tax rebates, and adds transient occupancy tax rebates, setting the stage for opportunities for more meaningful, robust and competitive incentive packages in pursuit of impactful business investment.

- The County’s incentive agreements prioritize sustained, full-time job creation, in addition to capital investment, at better-than-living wage rate for Kern County.

- The County has also expanded the list of targeted industry clusters for these incentives, to include e-commerce, general manufacturing and destination retail.

- The initiative provides for maximum flexibility in pursuing opportunities with performance-based incentives requiring quantitative thresholds, tested for accountability.

- New business ventures are reviewed on a case-by-case basis for overall net benefit and value added, with incentives tailored to meet County objectives.

California Incentives

- California Competes Tax Credit Criteria includes number of jobs to be created or retained, extent of property in business development area, minimum compensation limitation, and set job retention period.

- New Employment Credit Between August 2014 – January 2026.

- Research & Development Tax Credit Reduces income or franchise tax.

- Sales & Use Tax Exemption for Agriculture Tax exemption for the sale, storage, use, or other consumption of farm equipment, and machinery.

- Sales & Use Tax Exemption for Manufacturing Tax exemption of 3.9375% for basic manufacturing equipment.

Foreign Trade Zone 276

- Tejon Ranch Commerce Center

Recycling Market Development Zone

- Low interest loans and assistance for manufacturers using recycled materials

Workforce

- Employment Training Panel (ETP) Funds offsetting cost of training.

- America’s Job Center Workforce Investment Act (WIA) Free assistance, customized recruitment plans, positions advertising, qualifying applicants and hiring.

Kern County Business Recruitment & Job Growth Incentive Program

Contact Kern EDC for additional incentive program details or application forms.
MARKETBEAT
Bakersfield Industrial Snapshot
Year-End 2019

Economy
The U.S. economy continued stable performance throughout 2019; GDP grew 2.1%, Unemployment declined to 3.5%, and inflation held at a low 2.3%. The Fed Funds Rate was lowered three times throughout the year, opening at 2.5% and ending at 1.75%. Borrowing costs are now the lowest in memory. The current challenge? Finding labor. Job openings exceeded available labor throughout the year. Projections call for continued stability in 2020.

Bakersfield’s metro population as of the end of 2019 was estimated to be 548,500—1.1% higher than a year earlier (a slight acceleration) compared to growth rate of .5% in California (a slight deceleration) and 0.5% in the U.S. (a faster deceleration). Bakersfield is now the 53rd largest city in America.

Bakersfield’s unemployment rate as of the end of December 2019 was 7.4%, down slightly from year-end 2018. The greater Kern County 2019 year-end unemployment rate was 6.0%, down significantly from 7.6% in 2018 and 9.2% in 2017.

Market Overview
Supply of available space remained tight throughout 2019. Vacancy declined ever further in 2019, to 2.6%, down from 3.1% at year-end 2018 and 5.5% in 2017. Average achieved rents declined to $0.41 (gross) from $0.54 psf in 2018—as average deal sizes increased to 22,433sf in 2019 from 14,952 in 2018. Average achieved sale prices declined, to $62.30 psf from $83.33 in 2018 as the average deal size increased to 29,649sf in 2019 from 25,639sf in 2018.

224 sale and lease transactions were completed in 2019, about the same as the 225 in 2018, but higher than the 208 in 2017 and 175 in 2016. New construction has not kept up with demand; hence, the lower vacancy rate. Two new business parks started construction in 2018 and were delivered in 2019—Landings Logistics Center (138 acres) and Silver Wings Commerce Center (94 acres) straddling Merle Haggard Drive adjacent to Meadows Field Airport. Amazon completed 2.6 million sf fulfillment center that anchors the Landings project, and Hadco Metals completed a 250,000sf distribution center in the Silver Wings project in 2019 (Cushman represented each).

Our two main logistics parks—Wonderful Industrial Park (1,780 acres) and Tejon Ranch Commerce Center (1,400 acres) were both active with new construction in 2019. Wonderful completed construction of a 1.0 million sf spec building. Walmart also continued construction on a 700,000sf cold storage facility that will be placed into service in 2020. Majestic Realty completed a 480,000sf spec warehouse in 2018 (leased within 6 mos) and completed a 579,000sf spec warehouse in 2019.

There are now some 52 DC’s or FC’s operating in the greater Bakersfield market. Other logistics users canvassed the market in 2019 for availability, which should lead to more announcements in 2020.

Overall, the market absorbed 4.24 million sf of leased space in 2019 (up from 2.75 million sf in 2018), spread over 185 transactions (184 in 2018) for an average size of 22,919sf (v. 14,972sf in 2018). 1.04 million sf sold in 2019 (863,000sf in 2018), comprised of 35 transactions (53 in 2018), averaging 29,714sf (21,047sf in 2018).

Outlook
Cushman & Wakefield Pacific expects steady performance in 2020, governed by supply. We open 2020 with an identical number of requirements as we did in 2019.

The continued strong national and local economies will be reflected in the Bakersfield market with continued new investment and growth in logistics, wholesaling, construction, and renewable energy; but our twin economic power houses—ag and oil—are both under pressure, ag from California’s water problems (though Kern County was again the top producing county in America in 2019) and oil from political persecution (though we continue to fulfill 70% of California’s demand for oil and gas).

<table>
<thead>
<tr>
<th>Q4 2018</th>
<th>Q4 2019</th>
<th>Y-o-Y Change</th>
<th>12 month Forecast</th>
</tr>
</thead>
<tbody>
<tr>
<td>Overall Vacancy</td>
<td>3.2%</td>
<td>2.6%</td>
<td>-0.6</td>
</tr>
<tr>
<td>Overall Rents</td>
<td>$0.54</td>
<td>$0.41</td>
<td>-14.0</td>
</tr>
<tr>
<td>Overall Sales Prices</td>
<td>$84.28</td>
<td>$62.30</td>
<td>-21.98</td>
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<td>Buildings, M&amp;F</td>
<td>0.0%</td>
<td>0.0%</td>
<td>0.0%</td>
<td>0.0%</td>
<td>0.0%</td>
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<td>0.0%</td>
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<tr>
<td>Vacancy</td>
<td>12.0%</td>
<td>10.0%</td>
<td>9.0%</td>
<td>8.0%</td>
<td>7.0%</td>
<td>6.0%</td>
<td>5.0%</td>
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<td>3.0%</td>
<td>2.0%</td>
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<tr>
<td>OVERALL OCCUPIER ABSORPTION</td>
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<td></td>
<td></td>
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<td></td>
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</tr>
</tbody>
</table>

Overview
Kern’s Top Five Target Industries

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

Aerospace & Defense

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

Energy & Natural Resources

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

Healthcare Services

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

Transportation, Logistics & Advanced Manufacturing

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

Value-Added Agriculture

From grapes to livestock, Kern County’s agriculture products feed communities around the world and strengthen the local, state, and national economy. As the No. 2 producer of goods in the nation, the agriculture industry generates a fifth of the county’s gross domestic product and employs up to 20 percent of its workforce.

“Kern County powers, feeds, and defends the world.”
In 2020 – before the arrival of COVID19 – there were already 7 million people working remotely in the U.S. The number of regular telecommuting employees has grown by 173% since 2005. In fact, telecommuting has been on the rise worldwide and statistics show that working at home is an excellent option for employees, employers, and even the environment.

### BETTER FOR EMPLOYEES

- 86% of employees say they’re most productive when they work alone—devoid of distractions like office staff, or loud office noises.
- Full-time telecommuters save more than $4,000 per year; saving money on work attire, lunches out, and maintenance and gas for their cars.
- 80% of telecommuters say they have lower stress levels, and are finding new times to be productive outside of the normal 9–5 hours.

### BETTER FOR BUSINESS OWNERS

- Telecommuting reduces operating costs; collectively saving $44 billion each year, an average of $11,000 per year, per employee.
- 50% of telecommuters say they have lower stress levels, and are finding new times to be productive outside of the normal 9–5 hours.
- Two-thirds of managers report that employees who work from home are more productive than their office colleagues.

### BETTER FOR OUR ENVIRONMENT

- Telecommuting reduces the number of cars on the road, thereby reducing overall greenhouse gas emissions, fossil fuel consumption, and energy usage.
- Telecommuting helps reduce environmental and human health impacts as a result of decreased air pollution.
- It also reduces traffic accident costs.
EAST KERN COUNTY IS HOME to some of the most innovative and specialized technologies in the world. The region’s aerospace programs stand at the forefront of an industry gaining international recognition for space tourism and the first-ever privately funded spacecraft. Additionally, the region’s defense and advanced weapons development are supported by two military installations.

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

East Kern Economic Alliance

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

Sierra Technical Services

Sierra Technical Services (STS), located in Tehachapi, achieved a major milestone in January 2020 with the completion of Engine Run Testing on the 5th Generation Aerial Target (5GAT). The 5GAT is a high-performance, unmanned, fighter-size aircraft that will be utilized for air-to-air and surface-to-air weapons evaluation, pilot training, and ground forces training when translated into production as the Next Generation Aerial Target (NGAT).

Edwards Air Force Base

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

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

Naval Air Weapons Station China Lake

Naval Air Weapons Station China Lake (NAWS)’s economic impact is $1.2 billion, with a direct employment of 5,850 and a total payroll of $503 million.

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

The multi-billion-dollar earthquake rebuild and renovation project for NAWS China Lake is scheduled to begin in Fall 2020, with as many as 1,500 workers expected at the peak of construction.

Mojave Air & Space Port Aerospace

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

**EMPLOYEES 2,500+  COMPANIES 70+**

(FY 2016 Dept. of Defense Base Structure Report)
MADLAND DIESEL
FLEET SERVICES

- On-site Fleet Maintenance
- DOT Inspections & Documentation
- Sell and Service New Capacity Yard Spotters
- Full Truck and Trailer Repair
- After Treatment
- Hydraulic Repairs
- Brakes
- Welding & Fabrication
- Diagnostic and Repair

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Electric Forklift: Fast Charging
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Side Charging is Standard
Lithium Iron Phosphate Battery
$$ Fuel Savings $$

MADLAND TOYOTA
Top Dealer for Over 37 Years

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- Dock Equipment
- Permits
- Automation
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Santa Maria, CA 93458
805.347.7878

501 North Elevar,
Oxnard, CA 93030
805.485.7778

Serving Kern County’s Warehousing Needs from Small Business to Ag, Oil & Distribution
Energy & Natural Resources

Fueling the Nation

KERN IS THE SEVENTH-LARGEST OIL-PRODUCING COUNTY IN THE NATION, yielding 111 million barrels of oil and 128 million CF of gas annually, according to the 2019 Drilling Edge data. These amounts represent 71% of California’s total oil production.

Kern County produces 326,000 barrels of oil daily.

KERN’S PETROLEUM INDUSTRY MAKES SIGNIFICANT FISCAL CONTRIBUTIONS TO THE STATE & LOCAL GOVERNMENT:

- $925 million in state and local tax revenues, including:
  - $392 million in sales & excise taxes
  - $331 million in property taxes
  - $46 million in personal income taxes
  - $22 million in corporate income taxes

Oil & gas jobs contribute $9.2 billion to Kern’s economy—14% of its total output

Petroleum in Your Everyday Life!

$80,871
Average Annual Oil & Gas Wage in Kern

VS.

$49,751
Overall Average Annual Wage in Kern
PRODUCING MORE THAN OIL AND GAS

As one of California’s largest oil and gas producers, Aera shares the values of all Californians: we innovate, celebrate productivity and advocate for the preservation of this beautiful state. But that’s not all. Our work allows millions of essential personnel to get to work every day, helps businesses reimagine their work amid the pandemic and gets California-grown food back on the grocer shelves. We partner with community and invest in building stronger neighborhoods.

The best part? We get to call Kern County home.
Learn more at AeraEnergy.com

TOGETHER WE POWER KERN COUNTY

California Resources Corporation (CRC) is a publicly traded oil and natural gas exploration and production company and the largest oil and natural gas producer in California on a gross-operated basis. Much of CRC’s production is based here in Kern County, including Elk Hills which is CRC’s largest producing field. CRC’s dedicated workforce of approximately 4,000 California employees and contractors provides “Energy for California by Californians.”

crc.com
Kern County is the leading renewable energy center in the United States and is home to the nation’s largest wind and solar plants. Current projects produce over 15,000 MWs of energy in the region.

Since 2009, more than $60 billion has been invested in the county’s renewable energy projects, creating over 8,500 construction jobs and 1,500 operational jobs.

**Kern County: A Top Solar & Wind Region**

**Kern County** is home to the world’s largest borax mine, Rio Tinto Minerals, Boron Operations, producing nearly half of the world’s borates.

**One of the largest gold mines on the west coast is in Kern County**

Golden Queen Mining Company in Mojave, CA

---

**8minute Solar Energy to Build the Largest Solar & Battery Storage System in the United States**

The **Eland Solar & Storage Center** will combine 400MWac of solar with 300MW/1,200MWh of battery storage. The Kern County facility will power over 280,000 homes in Los Angeles, or 7% of the city’s total electricity needs.

---

**Rio Tinto to Become the Nation’s Largest Lithium Producer**

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

---

**Kern County receives some of the best solar radiation in the United States, generating between 6,500–7,500 Whr/sq.m per day!**

---

**Photovoltaic Solar Resource of the U.S.**

- 1,000–1,500 W/m²/Day
- 1,500–2,000 W/m²/Day
- 2,000–2,500 W/m²/Day
- 2,500–3,000 W/m²/Day
- 3,000–3,500 W/m²/Day
- 3,500–4,000 W/m²/Day
- 4,000–4,500 W/m²/Day
- 4,500–5,000 W/m²/Day
- 5,000–5,500 W/m²/Day
- 5,500–6,000 W/m²/Day
- 6,000–6,500 W/m²/Day
- 6,500–7,000 W/m²/Day
- 7,000–7,500 W/m²/Day

Committed to Kern’s Energy Future

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

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

INVESTING IN TOMORROW’S LEADERS

WATER, ENERGY AND TECHNOLOGY CENTER

Through our cutting-edge programs including BlueTechValley and Valley Ventures, we are proudly assisting entrepreneurs with water, energy or ag ideas.

WE CAN HELP WITH:

- Technology evaluation and testing
- Proof-of-concept validation
- Incubator services
- Business development
- Training and education
- Advisory support
- Commercialization and funding
- Opportunities to connect with investors, industry leaders and potential customers

For more information, contact us!
http://wetcenter.org/

@wetcenter
@WETcenter
@WETcenter

2911 E Barstow Ave
M/S OF 18
Fresno, CA 93740-8021
Phone: (559) 278-2066

WE ARE PROUD TO SUPPORT KERN COUNTY BY PROVIDING GREEN JOBS AND CLEAN, AFFORDABLE SOLAR ELECTRICITY.

Kern County, California WHERE BUSINESS IS BOUNDLESS
Healthcare

DIGNITY HEALTH’S LAUREN SMALL CHILDREN’S MEDICAL CENTER
The first comprehensive pediatric program in Kern County includes a 31-bed Level II Neonatal Intensive Care Unit, an eight-bed Pediatric Intensive Care Unit, and a 35-bed Pediatric Unit with 24/7 in-house pediatricians.

ADVENTIST HEALTH BAKERSFIELD’S AIS CANCER CENTER
This 60K-square-foot facility in Bakersfield is affiliated with the UC Davis Comprehensive Cancer Center and offers a comprehensive option for cancer diagnosis and treatment all under one roof.

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

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

COMPREHENSIVE BLOOD & CANCER CENTER
CBCC is the largest private cancer center on the West Coast, and they conduct Phase 1, 2, and 3 medical research in partnership with UCLA and pharmaceutical companies. The center recently expanded, adding 19 private chemotherapy rooms and the Health & Wellness Café.

Valley Children’s Eagle Oaks Specialty Care Center
Valley Children’s Healthcare provides pediatric specialty and primary care to Kern County families. Eagle Oaks Specialty Care Center is located in southwest Bakersfield (Stockdale Highway and Allen Road). The 52,000-square-foot, state-of-the-art center provides outpatient care to kids in several specialties, including Pediatric Cardiology, Pediatric Orthopaedics, Pediatric Gastroenterology and Pediatric Pulmonology. Valley Children’s also operates two primary care practices—Stockdale and San Dimas Pediatrics—and Pedi Center Urgent Care. Valley Children’s also has clinical partnerships in local hospitals and provides pediatric hospitalist and intensive care support at Bakersfield Memorial Hospital.
Choosing a health plan for your company isn’t easy. With Kaiser Permanente, you’ll get the support you need to effectively manage the short and long-term health care costs of your business. Together, we will find ways to help keep your employees and company healthy. Learn more at kp.org/choosebetter.
Transportation, Logistics, & Advanced Manufacturing

Shovel-Ready Sites and Accessible Workforce

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

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

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

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

**Drive-Time**
Within a four-hour drive from 90% of the state’s population.

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

Transportation and Logistics

70m Customers within 2-Day Turnaround

BSNF Railway & Union Pacific Railroads
FedEx and UPS Ground Hubs in Bakersfield

4:00 DRIVE PORTS OF San Francisco Oakland
2:00 DRIVE PORTS OF Long Beach Los Angeles

LAX Los Angeles
SFO San Francisco
OAK Oakland

ONT Ontario
SCLA So. CA Logistics
BFL Meadows Field

Geographic Population Center of CA
(40 Million People)
California’s Logistics & Distribution Hub

Over 50 Distribution Centers in Kern County

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

Select Regional Distribution Centers

- AMAZON
- AMERICAN TIRES
- CALIFIA
- CAMPING WORLD
- CARQUEST
- CATERPILLAR
- DOLLAR GENERAL
- ESSENDANT
- FAMOUS FOOTWEAR
- FEDEX
- FORMICA CORP.
- FRITO-LAY
- HADCO
- HILLMAN GROUP
- IKEA
- L’OREAL
- MALOUF
- MEN’S WEARHOUSE
- MRC GLOBAL
- NESTLÉ/DREYER’S
- PERFORMANCE FOOD GROUP
- PRIME WEST WAREHOUSING
- ROSS DRESS FOR LESS
- TARGET
- THOMSON INTERNATIONAL
- WALMART
- U.S. COLD STORAGE OF CA

Bay Area/Sacramento
10 Million Consumers

So. Cal.
22 Million Consumers

BEST ACCESS TO WEST COAST PORTS & WESTERN U.S. POPULATION

70M+ U.S. consumers within 2-day truck turn

40M CA consumers within 1-day truck turn

Extremely low employee turnover.

You won’t find a location with better access to the West Coast!
Value-Added Agriculture

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

THANKS TO FERTILE SOILS AND ONE OF THE BEST CLIMATES IN THE WORLD for fruit and vegetable production, Kern County is the number two ag producer in the United States! The value-added agriculture is a strong economic driver for the local economy. In 2019, the gross value of all agricultural commodities produced in Kern County was over $7.6 billion. Almonds, grapes, citrus, pistachios, and milk alone account for 72% of agriculture’s value, generating more than $5.5 billion. 🍏

(2019 Kern County Agricultural Crop Report)

Kern County provides the nation’s food supply and more!

TOP 10 COMMODITIES IN KERN COUNTY

<table>
<thead>
<tr>
<th>#</th>
<th>COMMODITY</th>
<th>VALUE (M)</th>
</tr>
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<tbody>
<tr>
<td>1</td>
<td>Almonds, Including By-products</td>
<td>$1,643</td>
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<tr>
<td>2</td>
<td>Grapes, All</td>
<td>$1,425</td>
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<tr>
<td>3</td>
<td>Citrus, Fresh &amp; Processing</td>
<td>$998</td>
</tr>
<tr>
<td>4</td>
<td>Pistachios</td>
<td>$887</td>
</tr>
<tr>
<td>5</td>
<td>Milk, Market &amp; Manufacturing</td>
<td>$570</td>
</tr>
<tr>
<td>6</td>
<td>Carrots, Fresh &amp; Processing</td>
<td>$336</td>
</tr>
<tr>
<td>7</td>
<td>Cattle &amp; Calves</td>
<td>$270</td>
</tr>
<tr>
<td>8</td>
<td>Alfalfa, Fresh &amp; Processing</td>
<td>$141</td>
</tr>
<tr>
<td>9</td>
<td>Pomegranates</td>
<td>$122</td>
</tr>
<tr>
<td>10</td>
<td>Apiary</td>
<td>$107</td>
</tr>
</tbody>
</table>

(2019 Kern County Agricultural Crop Report)

Exports are booming in Kern County with nuts and fruits capturing world markets!

TOP 10 COMMODITIES EXPORTED FROM KERN COUNTY


KERN AGRICULTURAL CROP VALUE COMPARISON (2010-19)

Note: Destination countries ranked by number of Phytosanitary Certificates issued; does not equate to a specific value.
Providing high-quality water and reliable service to the Bakersfield community since 1926.

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Learn more at calwater.com
California State University, Bakersfield’s (CSUB’s) new bachelor’s degrees in computer engineering, electrical engineering, and engineering sciences have been accredited by the Accreditation Board for Engineering and Technology. The accreditation assures that programs meet standards to produce graduates ready to enter critical technical fields that are leading the way in innovation and emerging technologies and anticipating the welfare and safety needs of the public.

Washington Monthly magazine, in its highly anticipated annual rankings of the nation’s universities, recently ranked CSU Bakersfield No. 6 as Best Bang for the Buck in the West. The university’s graduate school program was ranked No. 17.

Bakersfield College (BC) is one of only 15 community college districts in California to offer a Baccalaureate of Applied Sciences in Industrial Automation. BC is providing critical workforce training to Kern County’s current and future employers. Courses will prepare students for technical management careers in industries that use automation, including petroleum, manufacturing, logistics, and agriculture industry sections—key industries to Kern County’s regional economic growth.

Through its Early College program, BC will implement dual and concurrent enrollment courses organized into pathways in Kern County high schools. By packaging courses into pathways that begin in the ninth grade, cohorts of students will have the opportunity to earn associate’s degrees and/or certificates by the time they graduate with their high school diploma.

CSU Bakersfield ranked #3 for the upward mobility of its students by the Equality of Opportunity Project.

Taft College ranked #6 in Niche’s 2020 Best Community Colleges in California. The ranking was based on a rigorous analysis of academic, financial, and student life data from the U.S. Department of Education along with millions of reviews from students and alumni.

The Zero Project, an initiative of the Essl Foundation, in conjunction with the UN Convention on the Rights of People with Disabilities (UN CRPD), has invited the Taft College TIL (Transition to Independent Living) program to attend their annual event, which is held at the United Nations Office in Vienna, Austria each year, where they will receive the international award/recognition in 2020.

Cerro Coso Community College ranked #4 in California according to BestCommunityColleges.com. The ranking was based on sixty-six academic, financial, and organizational factors and metrics, as well as faculty profiles, student retention rates, and alumni job prospects.

Twenty-five inmates from the California City Correctional Facility have become the first graduates of a prison-based education program that awarded them associate degrees from the college. The Incarcerated Student Education Program (ISEP) is designed to help students transition back into society upon release, effectively reducing recidivism.

Photo courtesy Bakersfield College

Photo courtesy Bakersfield College

Photo courtesy Bakersfield College

Photo courtesy Bakersfield College
K-12 BREAKDOWN

<table>
<thead>
<tr>
<th>Total Enrollment (K-12)</th>
<th>198,910</th>
</tr>
</thead>
</table>

School Districts 50

Average Class Size 24

Elementary Schools 159

Middle/Junior High Schools 44

High Schools 34

Charter Schools 12

HIGHEST EDUCATION ATTAINED

<table>
<thead>
<tr>
<th>Education Attained</th>
<th>Kern</th>
<th>Bakersfield</th>
</tr>
</thead>
<tbody>
<tr>
<td>No Diploma</td>
<td>25.9%</td>
<td>21.1%</td>
</tr>
<tr>
<td>High School Graduate</td>
<td>28.3%</td>
<td>28.6%</td>
</tr>
<tr>
<td>Some College, No Degree</td>
<td>22.9%</td>
<td>22.5%</td>
</tr>
<tr>
<td>Associate's Degree</td>
<td>7.2%</td>
<td>9.8%</td>
</tr>
<tr>
<td>Bachelor's Degree</td>
<td>10.6%</td>
<td>11.2%</td>
</tr>
<tr>
<td>Graduate or Professional Degree</td>
<td>5.1%</td>
<td>5.1%</td>
</tr>
</tbody>
</table>

ANNUAL EARNINGS

<table>
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<tr>
<th>Education Attained</th>
<th>Kern</th>
<th>Bakersfield</th>
</tr>
</thead>
<tbody>
<tr>
<td>No Diploma</td>
<td>$19,132</td>
<td>$21,068</td>
</tr>
<tr>
<td>High School Graduate</td>
<td>$30,035</td>
<td>$32,089</td>
</tr>
<tr>
<td>Some College or Associate's Degree</td>
<td>$35,667</td>
<td>$36,423</td>
</tr>
<tr>
<td>Bachelor's Degree</td>
<td>$60,300</td>
<td>$60,861</td>
</tr>
<tr>
<td>Graduate or Professional Degree</td>
<td>$75,040</td>
<td>$75,364</td>
</tr>
</tbody>
</table>

Four Year Universities

CALIFORNIA STATE UNIVERSITY, BAKERSFIELD
Undergraduate, graduate, and doctorate in Education Leadership degrees

EMBRY-RIDDLE AERONAUTICAL UNIVERSITY—EDWARDS AFB
World’s largest, fully accredited university specializing in aviation and aerospace

FRESNO PACIFIC UNIVERSITY—BAKERSFIELD
Teaching certification, undergraduate and graduate degrees

UNIVERSITY OF LAVERNE—BAKERSFIELD
Undergraduate and graduate degrees

UNIVERSITY OF PHOENIX—BAKERSFIELD
Teaching certification, undergraduate and graduate degrees

Community Colleges & Trade Schools

BAKERSFIELD COLLEGE
Certificates and associate’s degrees

CALIFORNIA AERONAUTICAL UNIVERSITY
Certificates and training

CERRO COSO COMMUNITY COLLEGE
Certificates and associate’s degrees, honor programs

SAN JOAQUIN VALLEY COLLEGE
Certificates and associate’s degrees

SANTA BARBARA BUSINESS COLLEGE
Certificates and associate’s degrees

TAFT COLLEGE
Certificates and associate’s degrees

WESTEC
Safety certifications

Employment & Training Centers

AMERICA’S JOB CENTER OF CALIFORNIA
BAKERSFIELD ADULT SCHOOL
DELANO ADULT SCHOOL
EMPLOYERS’ TRAINING RESOURCE
KERN COUNTY REGIONAL OCCUPATIONAL PROGRAM
The Kern Education Pledge is an alliance comprised of all 47 public school districts in Kern County, the Kern County Superintendent of Schools, CSU Bakersfield, the Kern Community College District, Taft College and community partners who share the collective goal of transforming Kern’s educational system from cradle to career.

kerneducationpledge.com

EXPLORE SOMETHING NEW – OR ENHANCE YOUR CAREER!

The Open University program at CSU Bakersfield allows anyone not admitted to the university to enroll in CSUB courses. Open University for Fall 2020 features:

- Most classes online
- Attend class from anywhere
- More than 400 courses with no prerequisites

Add a new skill. Prep for graduate school. Whatever your goal, don’t miss this opportunity to expand your skills and enrich your life!

LEARN MORE
EXTENDED.CSUB.EDU/OPENU

Kern Community College District

Your Workforce Training Partner

PARTNERING FOR ECONOMIC GROWTH

SKILLS CERTIFICATES

CUSTOMIZED TRAINING

FUNDING FOR TRAINING

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CITY OF RIDGECREST
Meliza Ancheta
100 W. California Avenue
Ridgecrest, CA 93555
(760) 499-5061
ridgecrest-ca.gov

CITY OF SHAFTER
Gabriel Gonzalez
336 Pacific Avenue
Shafter, CA 93263
(661) 746-5000
shafter.com

CITY OF TAFT
Craig Jones
209 E. Kern Street
Taft, CA 93268
(661) 763-1222
cityoftaft.org

CITY OF TEHACHAPI
Greg Garrett
115 S. Robinson Street
Tehachapi, CA 93561
(661) 822-2200
liveuptehachapi.com

CITY OF WASCO
Tilo Cortez
746 8th Street
Wasco, CA 93280
(661) 758-7214
cityofwasco.org

KERN COUNTY
Ryan Alsop
1115 Truxtun Avenue, 5th Floor
Bakersfield, CA 93301
(661) 868-3198
camailbox@kerncounty.com
corncounty.com/cao

Healthcare Providers

ADVENTIST HEALTH BAKERSFIELD
Daniel Wolcott
2615 Chester Avenue
Bakersfield, CA 93301
(661) 395-3000
adventisthealth.org
Specializing in hospital/healthcare.

BAKERSFIELD FAMILY MEDICAL CENTER
Laurie Howlett
4580 California Avenue
Bakersfield, CA 93309
(661) 327-4411
bfmc.com
Specializing as a provider network/medical group.

CBC - COMPREHENSIVE BLOOD & CANCER CENTER
Pritesh Patel
6501 Truxtun Avenue
Bakersfield, CA 93309
(661) 322-2206
info@cbccusa.com
cbccusa.com
Specializing in cancer and blood diseases and the world’s only Comprehensive Cancer Center with a freestanding Cyberknife Center.
DIGNITY HEALTH BAKERSFIELD
BAKERSFIELD MEMORIAL HOSPITAL
Ken Keller
420 34th Street
Bakersfield, CA 93301
(661) 327-4647
dignityhealth.org/bakersfield
Specializing in tertiary hospital services.

DIGNITY HEALTH MANAGEMENT SERVICES
Ana Igoa
4550 California Avenue, Suite 100
Bakersfield, CA 93309
(661) 716-8829
Specializing in healthcare administrative and management support rooted in humankindness for hospitals, medical groups, and employers.

DIGNITY HEALTH MERCY HOSPITALS
OF BAKERSFIELD
Bruce Peters
MERCY DOWNTOWN
2215 Truxtun Avenue
Bakersfield, CA 93301
(661) 632-5000
MERCY SOUTHWEST
400 Old River Road
Bakersfield, CA 93311
(661) 663-5000
dignityhealth.org/bakersfield
Specializing in healthcare.

HOUCHIN COMMUNITY BLOOD BANK
Sean McNally
11515 Bothouse Drive
Bakersfield, CA 93311
(661) 323-4222
hcbb.com
Specializing in being the sole provider of a safe, adequate blood supply from volunteer donors for the saving the lives of Kern’s residents.

INCENTIVE HEALTH, IPA
Donald Cornforth, MD
P.O. Box 2013
Bakersfield, CA 93303
(661) 809-2005
incentivehealth.com
Specializing in health plans for self-insured employers.

KAISER PERMANENTE
David Womack
5055 California Avenue, Suite 240
Bakersfield, CA 93309
(661) 864-3392
kp.org/kerncounty
Specializing in providing high quality, affordable health care in an easy and convenient manner with a personal touch.

KERN HEALTH SYSTEMS
Doug Hayward
2900 Buck Owens Boulevard
Bakersfield, CA 93308
(661) 664-5000
kernfamilyhealthcare.com
Specializing in Medi-Cal managed care.

OMNI FAMILY HEALTH
Francisco L. Castillon
4900 California Avenue, Suite 400B
Bakersfield, CA 93309
(661) 630-2052
omnifamilyhealth.org
Specializing in primary state-of-the-art healthcare.

BAKERSFIELD MARRIOTT
AT THE CONVENTION CENTER
Mayra Chavez
801 Truxtun Avenue
Bakersfield, CA 93301
(661) 323-1900
bakersfieldmarriott.com
Specializing in corporate and leisure travel, lodging, catering, and all meeting and function needs.

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Sean McNally
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bakersfieldmarriott.com
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Doubletree by Hilton - Bakersfield
Carlos Navarro
3100 Camino Del Rio Court
Bakersfield, CA 93308-6247
(661)323-7111
bakersfield.doubletree.com
Specializing in corporate and leisure travel, lodging, catering, and all meeting and function needs.

Indian Tribal Nations

TEJON INDIAN TRIBE
Octavio Escobedo III
Chairman
4941 David Road
Bakersfield, CA 93307
Mailing Address:
P.O. Box 640, Arvin, CA 93203
(661) 834-8566
tejonindiantribe.com

Insurance

FIRST SOLUTIONS INSURANCE SERVICES
Jackie McCarville
1100 Mohawk Avenue, Suite 170
Bakersfield, CA 93309
(661) 325-3005
Specializing in employee benefits, individual life, health, annuities, and senior plans.

HUB, INTERNATIONAL
Eric Barthel
4695 Mac Arthur Court, Suite 600
Newport Beach, CA 92660
(714) 308-6013
hubinternational.com
Specializing in employee benefits and healthcare consulting.

TOLMAN & WIKER INSURANCE SERVICES, LLC
Shaun Kelly
5001 California Avenue, Suite 150
Bakersfield, CA 93309
(661) 616-4700
tolmanandwiker.com
Specializing in commercial property and casualty insurance and employee benefits.

Kaiser Permanente
David Womack
5055 California Avenue, Suite 240
Bakersfield, CA 93309
(661) 864-3392
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Specializing in providing high quality, affordable health care in an easy and convenient manner with a personal touch.

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Bakersfield, CA 93309
(661) 616-4700
tolmanandwiker.com
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200 W. Jeffrey Street
Bakersfield, CA 93305
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Specializing in providing essential coordination and support to the work of its affiliated national and international unions.

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(661) 396-3744
localbiz@dominoplastics.com
dominoplastics.com
Specializing in custom plastic and vinyl solutions with an extensive catalog of standard products.

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Bakersfield, CA 93308
(661) 829-6999
covenantcoffee.org
Covenant Coffee is a non-profit organization dedicated to educating and employing current and former foster youth.

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4901 Stine Road
Bakersfield, CA 93313
(661) 837-0595
thegoodwill.org
Specializing in providing work opportunities and skills development to people with barriers to employment.

MAKE-A-WISH FOUNDATION
Kathleen Price
351 W. Cromwell Avenue, Suite 112-A
Fresno, CA 93711
(559) 558-8062
centralca.wish.org
Together we create life changing wishes for local children who battle a critical illness.

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Bakersfield, CA 93313
(661) 323-7611
stinsons.com
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Bakersfield, CA 93307
(661) 336-6849
americasjobcenterofkern.com
etonline.com
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Tony Moreno
(661) 703-0572
amoreno2@bak.rr.com
facebook.com/tony.moreno.963
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Jon Van Alstyne, Steven Van Alstyne
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Bakersfield, CA 93301
(661) 322-6128
sierraprinters.com
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Bakersfield, CA 93309
(661) 325-2695
trekimaging.com
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DBA ASU COMMERCIAL
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Bakersfield, CA 93311
(661) 862-5454
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(661) 747-0348 Cell
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Bakersfield, CA 93309
(661) 633-3819
paccra.com
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City of Industry, CA 91746
(562) 948-4326
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mogharebi.com
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Bakersfield, CA 93312
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Bakersfield, CA 93311
(661) 323-4005
bolthouseproperties.com
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Bakersfield, CA 93311
(661) 664-6500
lwhitaker@castlecooke.com
castlecookehomes.com
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Bakersfield, CA 93380-2515
(661) 393-7000
jaco.com
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4805 Centennial Plaza, Suite 100
Bakersfield, CA 93312
(661) 829-8102 | (661) 369-5176
wonderfulrealestateco.com
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Hugh McMahon
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Tejon Ranch, CA 93243
(661) 248-3000
tejonranch.com
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Mike Frey
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Buttonwillow, CA 93206
(661) 764-5865
tracyranch.com
Specializing in agriculture real estate.
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(661) 836-2345

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(661) 616-3600

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(661) 635-2300

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Jason Arvizu
8200 Stockdale Highway
Bakersfield, CA 93309
(661) 809-4417

arthurandhansen.com

Specializing in safety and risk management.

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SITREP SECURITY SOLUTIONS
Salvador Leal
1707 Eye Street, Suite 201
Bakersfield, CA 93301
(661) 241-0619
sitrepsecurity.com

Specializing in security, executive protection, and estate protection.

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Morgan Clayton
5020 Lisa Marie Court
Bakersfield, CA 93313
(661) 397-5511
tel-tec.com

Specializing in burglary, fire, access control, and camera systems.

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10000 Stockdale Highway, Suite 101
Bakersfield, CA 93311
(661) 847-7000
ticortitle.com

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San Bernardino, CA 92408
(909) 386-4020

bnsf.com

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1830 Golden State Avenue
Bakersfield, CA 93301
(661) 324-9874
getbus.org

Specializing in public transportation utilizing compressed natural gas vehicles for clean air.

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Bakersfield, CA 93311
(661) 323-1213
uget.com

Specializing in corporate travel, meetings and incentives, and vacations.

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3725 S. H Street
Bakersfield, CA 93304
(661) 837-7200
calwater.com

Specializing in urban water service.
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Bakersfield, CA 93313
(661) 832-2653
uscold.com

Specializing in cold storage.

**WASTE MANAGEMENT, INC**
Josh Mann
416 N. Dennison Road
Tehachapi, CA 93561
(661) 382-7463
wm.com

Specializing in waste and recycling.

**CLEAN HARBORS BUTTONWILLOW, LLC**
Marianna Buoni
P.O. Box 787
Buttonwillow, CA 93206
(661) 762-6236
buoni.marianna@cleanharbors.com
cleanharbors.com

Specializing in hazardous and non-hazardous waste treatment, storage, and disposal.

**KNIGHT’S SERVICES, INC**
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1550 James Road
Bakersfield, CA 93308
(661) 397-4116
tracy@knightservices.com
knightsservices.com

Specializing in portable sanitation.

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Denise Newton
1918 H Street
Bakersfield, CA 93301
(661) 398-5950
pge.com

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4175 S. Laspinas Street
Tulare, CA 93274
(559) 625-7175
sce.com/eds

**SOUTHERN CALIFORNIA GAS COMPANY**
Rob Duchow
35118 McMurtrey Avenue
Bakersfield, CA 93308
(661) 393-1501
rduchow@socalgas.com
socalgas.com

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Paul Ulmari
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Bakersfield, CA 93313
(661) 833-3783
advancebeverage.com

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7020 Rosedale Highway
Bakersfield, CA 93308
(661) 589-0381
bbsurplus.com

Specializing in steel and pipe warehouse and distribution.
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<td><strong>8MINUTE SOLAR ENERGY</strong></td>
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<td><strong>BAYMARR CONSTRUCTORS, INC</strong></td>
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<td><strong>BELDEN BLAINE RAYTIS, LLC</strong></td>
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<td><strong>CASTLE &amp; COOKE CALIFORNIA, INC</strong></td>
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MEMBER LIST - ALPHABETICAL

KLEIN, DeNATALE, GOLDNER, COOPER, ROSENLEIB & KIMBALL, LLP
Attorneys

KNIGHT’S SERVICES, INC
Waste Processing

KRAZAN & ASSOCIATES
Engineering Firms

KWIK SIGNS, INC
Digital Printing

MACPHERSON ENERGY CORPORATION, MACPHERSON OIL COMPANY
Energy Producers - Oil, Gas, Cogeneration, Wind & Solar

MADLAND TOYOTA-LIFT
Forklift Dealership

MAJESTIC REALTY CO.
Real Estate – Commercial

MAKE-A-WISH FOUNDATION
Non-Profit Organizations

THE MARCOM GROUP, INC
Advertising Agencies

MARCOM REAL ESTATE
Real Estate – Residential / Commercial

MARICOPA SUN, LLC
Energy Producers - Oil, Gas, Cogeneration, Wind & Solar

McINTOSH & ASSOCIATES
Engineering Firms

MECHANICS BANK
Banks / Credit Unions / Financial Institutions

MERRILL LYNCH WEALTH MANAGEMENT
Banks / Credit Unions / Financial Institutions

MID STATE DEVELOPMENT CORPORATION
Banks / Credit Unions / Financial Institutions

THE MOGHAREBI GROUP
Real Estate – Commercial

MOJAVE AIR AND SPACE PORT
Airports

MONEYWISE WEALTH MANAGEMENT
Banks / Credit Unions / Financial Institutions

MOTOR CITY AUTO CENTER
Automobile Dealers

O’DELL CROSS, A PROFESSIONAL CORPORATION, CERTIFIED PUBLIC ACCOUNTANTS
Accounting Firms

OLIVIERI COMMERCIAL GROUP, INC
Real Estate – Commercial

OMNI FAMILY HEALTH
Healthcare Providers

ORDIZ-MELBY ARCHITECTS, INC
Architecture Firms

PACIFIC GAS & ELECTRIC COMPANY
Utility Companies

PACIFIC WESTERN BANK
Banks / Credit Unions / Financial Institutions

PCL INDUSTRIAL SERVICES
Contractors - Steel Fabricators

PEACEKEEPER ENTERPRISES, LLC
Enterprise Software

PINNACLE RECRUITMENT SERVICES
Employment / Training / Recruitment Services

PROFORMA SOLUTIONS
Advertising Agencies & Promotional Products

PROVIDENCE STRATEGIC CONSULTING, INC
Business Consulting

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

REYNEVLD CONSTRUCTION
Construction

RIO TINTO MINERALS, BORON OPERATIONS
Mineral Mining

ROSAMOND NEWS & eNEWS
Media / Publishing

ROYAL WINE CORPORATION
Juice Production

S.C. ANDERSON, INC
Contractors – General

SABA AGENCY
Advertising Agencies

SALTERS ASSOCIATES
Business Consulting

SIERRA PRINTERS
Printing / Digital / Direct Mail Services

SITREP SECURITY SOLUTIONS
Security Systems / Services

SOUTHERN CALIFORNIA GAS COMPANY
Utility Companies

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

STINSON’S
Office Furnishings, Equipment and Supplies

SULLIVAN PETROLEUM COMPANY
Fuel Suppliers / Gas Stations

TAFT COLLEGE
Education

TANGRAM INTERIORS
Corporate Office Furniture

TEJON INDIAN TRIBE
Indian Tribal Nations

TEJON RANCH COMPANY
Real Estate - Developers, Investors, Property Owners

TEL-TEC SECURITY SYSTEMS, INC
Security Systems / Services

TICOR TITLE COMPANY
Title / Escrow Companies

TOLMAN & WIKER INSURANCE SERVICES, LLC
Insurance Brokers & Agents

TONY MORENO PHOTOGRAPHY
MOMENTS CAPTURES / MEMORIES PRESERVED
Photographers

TOWERY HOMES DBA TOWERY COMMERCIAL
Home Builders

TRACY RANCH, INC
Real Estate - Developers, Investors, Property Owners
KERN EDC
ECONOMIC DEVELOPMENT CORPORATION

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STAY INFORMED ABOUT YOUR LOCAL ECONOMY!

Each Kern EDC member has a different set of needs and we are happy to work with you to meet those needs – just let us know how we can help!

Join Today!

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

Kern Family Health Care
kernfamilyhealthcare.com

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We bring you the communications, media and entertainment, and technology you need, when you need them. It's our commitment to keeping you in touch with family, friends, entertainment and the world. AT&T—empowering your everyday.
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WE ARE DEDICATED TO OUR NEIGHBORS IN KERN COUNTY.

155+ Projects Owned and Operating

15.0 GW Development Pipeline

1.65+ GW Operating Assets

10 BILLION kWh Generated and Counting

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