

# KINGS COUNTY

ECONOMIC DEVELOPMENT CORPORATION  
& JOB TRAINING OFFICE



Building  
Our  
Future

ANNUAL REPORT  
2005-2006

# Year in Review

WELCOME TO THE REVIEW of Kings County's economic and workforce development accomplishments for 2005-2006. As our cover implies and this report demonstrates, strong growth, business expansions and infrastructure development continue to typify business activity in Kings County.

Proof of our healthy economy is reflected in indicators such as increased population growth, building permits and taxable sales. Through the diligence of our local employers, Kings County's annual average unemployment rate was reduced from 11% in 2004 to 9.4% in 2005 and is on a pace toward 8.4% for 2006. This represents 3,000 more local residents employed over the past two years.

We salute local manufacturers and processors such as International Paper, Leprino Foods, SK Foods, Marquez Brothers and others who have expanded their facilities this past year. We also call the reader's attention to the available 1 million square foot, rail-served Cal-Central Business Park.

The goal of the Kings County Economic Development Corporation and Job Training Office is to bring value to your business. We look forward to helping with your next location or expansion.



Marcie Buford, Chair,  
*Kings County Economic  
Development Corporation*



Ron Shanoian, Chair,  
*Kings County Workforce  
Investment Board*



John S. Lehn, President/CEO  
*Kings County Economic  
Development Corporation*



# Cities of Kings County

## Avenal

Avenal is Kings County's fourth largest incorporated city, with a population of 16,349. Strategically located adjacent to Interstate 5 mid-way between San Francisco and Los Angeles, industrial and commercial property is available for manufacturing, warehousing and distribution.

## Corcoran

Located on Highway 43, Corcoran is the third largest city in Kings County, with a population of 23,448. Corcoran's city limits are located entirely within the boundaries of the Kings County Enterprise Zone, Recycling Market Development Zone and SBA HUBZone. The Burlington Northern Sante Fe (BNSF) railroad passes through Corcoran, offering passenger and freight service.

## Hanford

The main lines of the BNSF and the San Joaquin Valley Railroad (SJVR) transverse Hanford, with a current population of 49,048. Hanford also boasts the second highest ridership on the AMTRAK San Joaquin rail corridor. Manufacturers and other industrial businesses are located in the Kings Industrial Park, a 1,000-acre industrial zone with all infrastructure and utilities in place. The park is overlaid with all available incentive zones. Hanford is home to familiar names such as Del Monte Foods, International Paper, Cargill-Nutrena, Exopac and many others.

Parcels ranging from 3 to 100+ acres are available, with some offering access to rail. Hanford is located between Highway 99 and Interstate 5 on interconnecting Highway 198, and is the retail and service hub for Kings County.

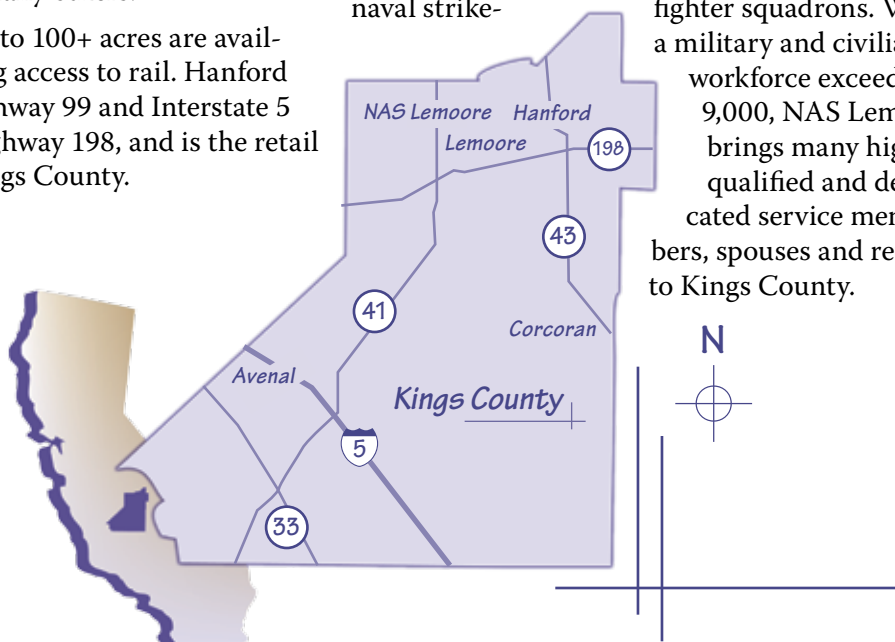
## Lemoore

A city of 23,000, Lemoore takes pride in its solid relationship with neighboring Naval Air Station Lemoore, the home to 20 strikefighter squadrons which support aircraft carriers in the Pacific Fleet. Lemoore is also home to West Hills College which has an enrollment of 3,300 students in university transfer courses, career technical classes and health occupations.

Lemoore's rail connection to the Union Pacific Railroad freight service is provided through the San Joaquin Valley Railroad. There are two industrial parks within the city limits zoned for highway commercial and industrial development. Both parks are within the Kings County Enterprise Zone, the Recycling Market Development Zone, and the SBA HUBZone. The 400 acre Lemoore Industrial Park is located at the crossroads of Highways 41 and 198, providing excellent connection to Interstate 5 and highway 99. Available parcels range from 1 to 100 acres. The 240-acre Kings River Business & Industry Park is located west of Highway 41 and adjacent to the San Joaquin Valley Railroad. Approximately 150 acres are available for development, including sites with rail access.

## Naval Air Station Lemoore

Located seven miles west of Lemoore is Naval Air Station Lemoore, the home of the west coast naval strikefighter squadrons. With a military and civilian workforce exceeding 9,000, NAS Lemoore brings many highly qualified and dedicated service members, spouses and retirees to Kings County.



# Business Highlights



Marquez Brothers International – Hanford

**Marquez Brothers International**, producer of El Mexicano Brand Mexican style food products expanded to meet record demand for their cheeses, creams and yogurts. A new whey processing facility was completed in December 2005, just in time to break ground on a new cheese production facility.



Homac Manufacturing – Corcoran

**Homac Manufacturing** established their international presence by acquiring Goodwell Industries, based in Taiwan, exporting and importing industrial electrical connectors. New Computer Numerical Control (CNC) equipment was also added this year.



Crown Natural Foods – Hanford

**Crown Natural Foods** finished construction of its milk processing facility in 2006. At Phase I capacity, the company expects to employ 50 workers in market development and production of smoothies, kefir drinkable yogurt, and specialty cheeses. Phase II will boost production to 1 million pounds of milk per day.



Robinson's Sheet Metal – Corcoran

**Robinson's Sheet Metal, Inc.** relocated to the former Coast Grain facility and added a new spiral pipe machine to serve the agricultural and commercial HVAC industries. The expansion also allowed the company to expand into new markets.



Thresher Industries – Armona

**Thresher Industries**, producers of high quality conventional aluminum castings and cutting edge aluminum composites, completely modernized their 18,000 square foot facility. The company went public in September 2006.



The Tachi Palace Hotel & Casino – Lemoore

**The Tachi Palace Hotel & Casino** continued the expansion of their gaming and entertainment center with 2,000 Vegas-style slot machines, 42 table games and a state-of-the-art bingo hall which seats 1,200 guests. The Tachi Palace Hotel is scheduled to open November 2006 with 255 grand guest rooms, including 40 deluxe suites and 17 luxury suites.



Leprino Foods – Lemoore West

**Leprino Foods – Lemoore West** expanded its world's largest mozzarella processing plant, hiring an additional 140 employees and adding 85,000 square feet of new production capacity. Future plans include the construction of a 'Quality Lock' cheese freezer to be completed in March 2007.



# Kings County Advantages

## Business incentives

*New and expanding businesses can dramatically increase their bottom line through:*

The **Enterprise Zone Program**, providing substantial State tax credits for sales tax paid on manufacturing equipment and hiring credits averaging over \$30,000 per qualified employee.

The **Recycling Market Development Zone Program** provides up to \$2 million in low interest loans to businesses that divert materials from the solid

waste stream or utilize such materials to manufacture a new product. Technical assistance is also available to locate feedstock or to help market your product.

The **Small Business Administration HUBZone** can help qualified Kings County employers become certified in order to more successfully compete for federal contracts. Contracting preferences of 10% are available to qualified companies that maintain a "principal office" in Kings County.

Kings County is also part of the Central California (Merced) **United States Foreign-Trade Zone**. This Zone is designed to delay, reduce or eliminate tariffs on goods being imported into the U.S. Manufacturers and distributors can save money and improve their supply chain timing through utilizing this business advantage.

*For an explanation of these and other benefits and incentives, contact the Kings EDC at 800-533-4039.*



## Successful Partnerships

Kings EDC partners with the Job Training Office, the California Employment Development Department and other providers of workforce development through the Kings County One-Stop Job Center.

Job seekers are provided assistance through:

- **Scholarships for Vocational Training** in demand occupations and assistance with books, tools, transportation and child care.
- **Job Placement**, matching motivated applicants with available jobs.
- **Response to Business Closures**, providing job search and resume assistance, career counseling and other reemployment services to laid off workers.
- **On-the-Job Training**, providing a 50 percent wage reimbursement to employers to offset the cost of hiring and training motivated new employees.

- **Youth Services:** Qualified young people are sponsored for career technical education and are provided paid work experience in areas of their career interest.
- **Career Center:** Our professional Career Center provides free access to computers for job search, access to a fax and copier, resume development, typing certificates and one-on-one job search assistance.



# Demographics

## Transportation

Kings County is strategically located between Interstate 5 and Highway 99, providing excellent access to all of California. Over 200 major carriers provide interstate trucking services to area businesses.

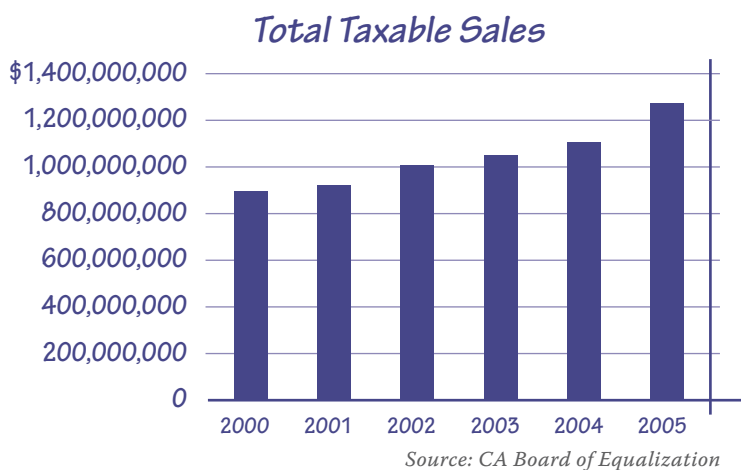
Burlington Northern Sante Fe and Union Pacific Railroads provide freight service, including refrigerated shipping, piggyback service and reciprocal switching. San Joaquin Valley Railroad provides east-west services. Amtrak meets passenger needs at the Hanford and Corcoran stations.

Fresno Yosemite International Airport is 35 miles from Kings County's major population centers. Los Angeles and San Francisco International airports are each about 3½ hours away. Visalia Municipal Airport is 15 miles from the county's population centers.

All of Kings County is located within a one-day turn-around to California's major ports at Long Beach, Oakland and Stockton.

## Commerce

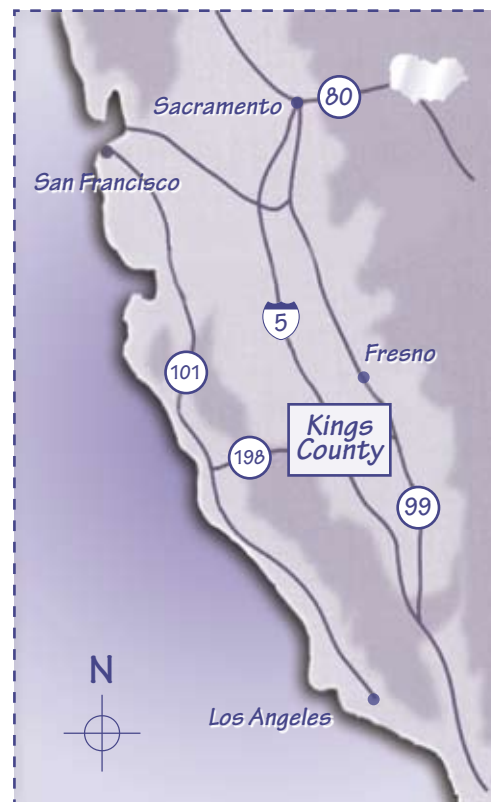
Kings County's favorable business climate has created a sound and growing economy, as evidenced by the increase in taxable sales. While the population grew 12% between 2000 and 2005, retail sales shot up 41% during the same period.



## Building Permits Issued

	RESIDENTIAL		COMMERCIAL	
	Number	Valuation	Number	Valuation
2002	785	\$68,966,856	89	\$15,554,690
2003	1,096	\$99,724,621	110	\$21,186,112
2004	1,750	\$116,975,479	167	\$26,405,052

*Source: County and Cities Planning Departments*



## Distance & Drive Times to Major Markets

Sacramento	200 Miles	3½ Hours
San Francisco	200 Miles	3½ Hours
Los Angeles	195 Miles	3½ Hours
Reno	325 Miles	5½ Hours
San Diego	320 Miles	5½ Hours
Las Vegas	360 Miles	6½ Hours
Phoenix	550 Miles	1 Day
Portland	780 Miles	2 Days
Salt Lake City	785 Miles	2 Days
Seattle	940 Miles	2 Days
Denver	1,110 Miles	2 Days
Wichita	1,591 Miles	3 Days
Dallas/Ft. Worth	1,630 Miles	3 Days
Des Moines	1,787 Miles	3 Days
Chicago	2,121 Miles	3½ Days

# Demographics

## Employment

According to a nationwide survey conducted by Manpower®, the Kings County employment outlook is the second best in the nation. From July to September 2006, 63% of the companies interviewed planned to hire more employees, while none expected to reduce their payrolls.

Civilian Labor Force ..... 54,400

Average Unemployment ..... 9.4%

Average Age ..... 34 years

## Weather

Average Min. & Max.

Winter Temperature.....39-63° F

Spring Temperature.....51-85° F

Summer Temperature.....58-95° F

Fall Temperature.....40-68° F

Annual Rainfall .....9.51 Inches

## Geography

Land Area .....1,390 Sq. Mi.

Earthquake Index.....0.4

(Seismically Stable)

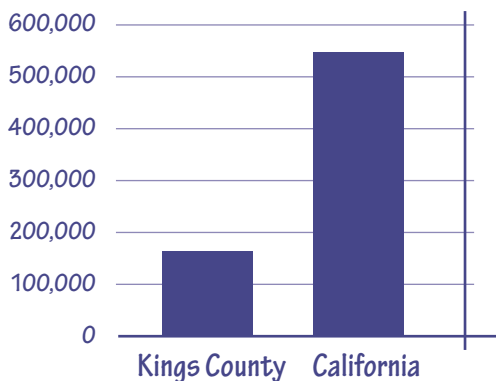
## Income

Median Household\* .....\$41,095

Per Capita\* .....\$16,434

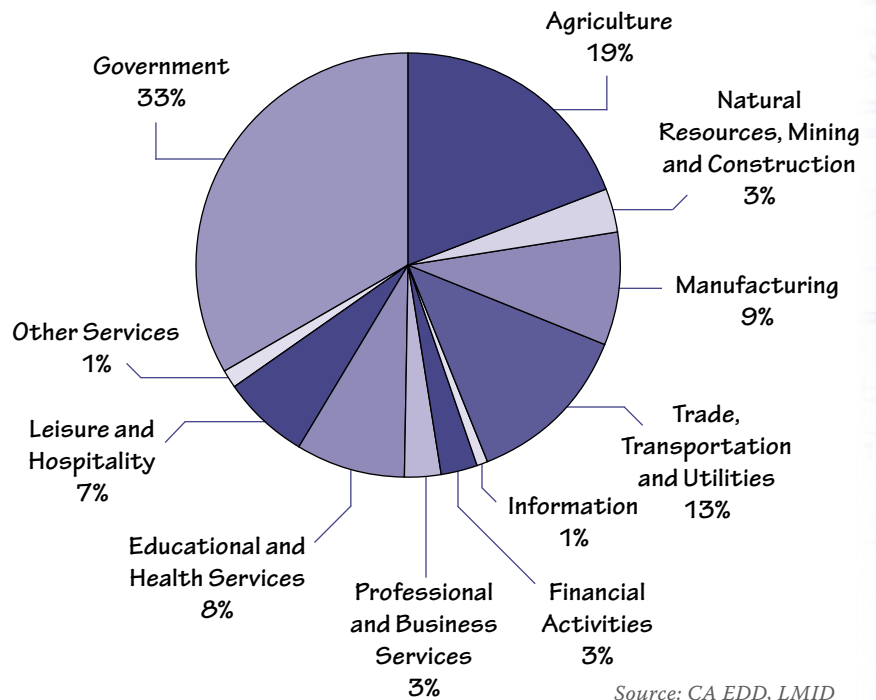
\*Adjusted for Inflation

## Median Home Price • 2005



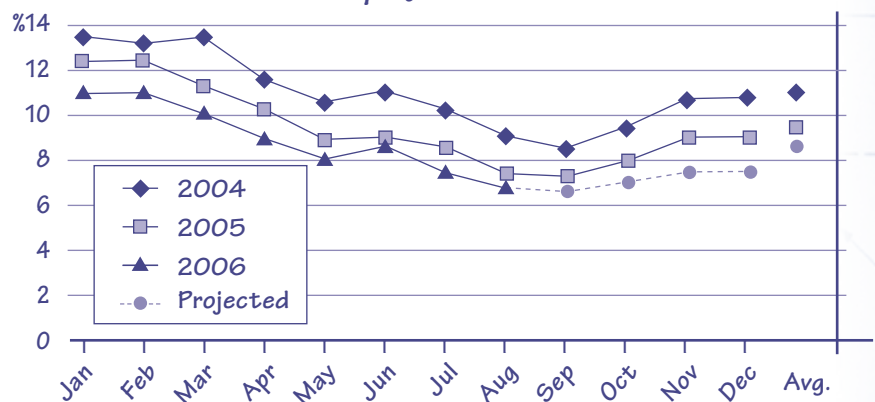
Source: Claritas, Inc.

## Workforce Employment by Industry



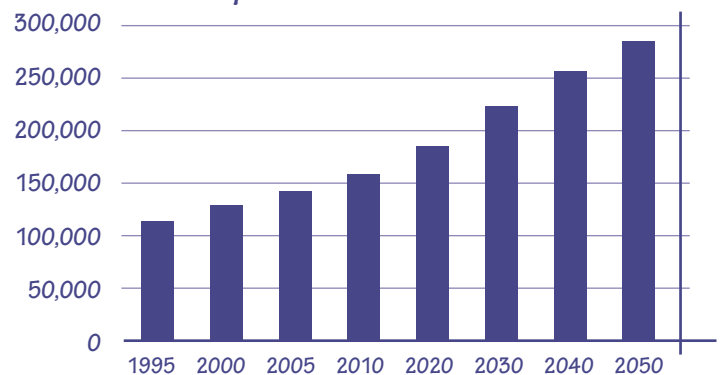
Source: CA EDD, LMID

## Unemployment Rate



Source: CA EDD, LMID

## Population Growth



Source: CA Dept. of Finance



# Sponsors



**Pacific Gas and Electric Company®**



**SOUTHERN CALIFORNIA EDISON®**  
An EDISON INTERNATIONAL® Company



The Gas Company®

**BANK OF THE WEST**

A Semptra Energy® utility



The **Sentinel**



**J. G. Boswell Company**



**Rabobank**

**WAL★MART®**  
ALWAYS LOW PRICES. *Always.*

**Adventist Health**

Hanford Community Medical Center

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Ron Jones, *Kahn, Soares & Conway, LLP*..... Vice-Chair  
Janet Long, *Bank of the West* ..... Secretary  
Dale Norton, *College of the Sequoias*..... Treasurer  
Riley Jones, *GWF Power Systems*..... Past Chair  
  
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Dave Dierking..... *Leprino Foods – Lemoore East*  
Tom Buford..... *Lemoore City Council*  
Brian Thoburn..... *Southern California Edison*  
Dr. Don Craft ..... *Podiatrist*  
Randy Dodd ..... *Adventist Health*  
Joaquin Gonzales..... *Hanford City Council*  
Dr. Frank Gornick..... *West Hills Community College Dist.*  
Lyndon Green..... *Virtus Nutrition, LLC.*  
Jose (JT) Maldonado..... *Marquez Brothers International*  
Cam Maloy ..... *Pacific Gas and Electric Company*  
Susan Minor ..... *Bank of the West*  
Tony Oliveira..... *Kings County Board of Supervisors*  
Randy Rickman..... *The Sentinel*  
Jerry Robertson..... *Corcoran City Council*  
Ron Shanoian ..... *J.G. Boswell Company*  
Alicia Steen..... *Naval Air Station Lemoore*  
Dr. Paul Terry..... *Lemoore Union High School Dist.*  
Colby Wells..... *The Gas Company*

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Helen Lovenburg, *Manpower, Inc.*..... Vice-Chair  
Janet Long, *Bank of the West* ..... Past Chair  
  
Marcia Becerra..... *Employment Development Department*  
Tim Bowers..... *Kings Co. Office of Education, ROP*  
Marcie Buford ..... *Buford Oil Company*  
Ernie Drewry ..... *Union Bank of California*  
David Droker ..... *Kings Community Action Organization*  
Jesus Gamboa..... *Proteus, Inc.*  
Dr. Frank Gornick..... *West Hills Community College District*  
Linda Herrera..... *AARP*  
Pauline Gambino..... *All Valley Printing*  
Brenda Johnson-Hill..... *Kings View*  
Mary K. Jones..... *Arrow Stationers*  
Bob Mettler..... *SK Foods*  
Eugene Miguel..... *United Steel Workers*  
Tony Oliveira..... *Kings County Board of Supervisors*  
William Scott..... *California Department of Rehabilitation*  
Dr. Bill Scroggins..... *College of the Sequoias*  
John Semas..... *Kings County Human Services*  
Shawn Smith..... *Carpenters Local 1109*  
Dr. Paul Terry..... *Lemoore Union High School District*

### Kings County Economic Development Corporation

120 North Irwin Street  
Hanford, California 93230  
Toll Free (800) 533-4039  
Phone (559) 585-3576 • Fax (559) 585-7398  
Email: [info@kingsedc.org](mailto:info@kingsedc.org)  
Website: [www.kingsedc.org](http://www.kingsedc.org)

**KINGS edc**  
california

### Job Training Office

124 North Irwin Street  
Hanford, California 93230  
Phone (559) 585-3532  
Fax (559) 585-7395  
Email: [info@kingsworkforce.org](mailto:info@kingsworkforce.org)  
Website: [www.kingsworkforce.org](http://www.kingsworkforce.org)

**JTo**