



2 0 1 5 - 2 0 1 6 A N N U A L R E P O R T S



SAN JOAQUIN PARTNERSHIP & BUSINESS COUNCIL, INC.



CHAIRMEN



Robert K. Wheeler
1991 – 2007

Photo courtesy: Rich Turner



Robert Kavanaugh
2007-2009



Kevin Huber
2009 – 2015



Bob Gutierrez
2016

SAN JOAQUIN
PARTNERSHIP

FOUNDERS

- Bank of Stockton
- A. Teichert & Son
- F & M Bank
- General Mills
- Greater Stockton Chamber of Commerce
- The Grupe Company
- Port of Stockton
- University of the Pacific
- San Joaquin County
- City of Lodi
- City of Manteca
- City of Ripon
- City of Stockton
- City of Tracy

MAJOR
CONTRIBUTORS

- A. G. Spanos Companies
- ABC NorCal
- City of Lathrop
- Food 4 Less
- Grupe Commercial Company
- Kaiser Permanente
- March Tower Associates
- Northern California Chapter NECA
- Pacific Gas & Electric Company
- The Cambay Group

25 YEARS OF
ECONOMIC EXCELLENCE

Economic
Impact

The San Joaquin Partnership saw increased success in 2015, continuing the upward trend in client activity. The cumulative data reflects updated employment figures through 2015 including the annual new job wins and expansions of existing companies that increased employment and/or production as well as those that downsized or closed. The 1992-2015 impacts also show a steady gain since 2010. It's important to note that purchasing power as a result of these new jobs and the wages has resulted in a \$1.5 billion increase in retail sales from 1992 – 2015.

DEFINITIONS FOR ECONOMIC IMPACT

- Direct Impact:**
Estimated results from the operation of the business in the analysis
- Indirect Impact:**
Estimated results from the suppliers and purchases made by the business
- Induced Impact:**
Estimated results from the household spending at local businesses—retail, health & personal—by new employees

SUMMARY TABLE OF ANNUAL ECONOMIC IMPACTS FROM SAN JOAQUIN PARTNERSHIP CLIENT ACTIVITIES, 2015 JOB WINS AT BUILDOUT				
Economic Impacts	Direct	Indirect	Induced	Total
Employment	1,312.0	531.9	1,331.6	3,175.4
Total Industry Output	\$357,034,104	\$101,902,815	\$161,596,607	\$620,533,526
Labor Income	\$87,592,256	\$26,862,938	\$70,439,370	\$184,894,565

Source: Applied Development Economics, Inc., multiplier data from IMPLAN input-output model.

SUMMARY TABLE OF ANNUAL ECONOMIC IMPACTS FROM SAN JOAQUIN PARTNERSHIP CLIENT ACTIVITIES, 1992 TO 2015 AT BUILDOUT				
Economic Impacts	Direct	Indirect	Induced	Total
Employment	31,263.0	12,160.2	29,529.2	72,952.4
Total Industry Output	\$8,020,573,824	\$2,307,274,002	\$3,578,629,226	\$13,906,477,053
Labor Income	\$1,909,478,326	\$594,819,187	\$1,565,455,570	\$4,069,753,083

Source: Applied Development Economics, Inc., multiplier data from IMPLAN input-output model.

SUMMARY TABLE OF ANNUAL ECONOMIC IMPACTS FROM SAN JOAQUIN PARTNERSHIP CLIENT ACTIVITIES, 1992-2015 JOBS RETAINED				
Economic Impacts	Direct	Indirect	Induced	Total
Employment	5,458.0	1,906.1	5,017.5	12,381.6
Total Industry Output	\$1,260,187,931	\$356,087,144	\$607,141,909	\$2,223,416,985
Labor Income	\$325,726,021	\$92,735,933	\$266,846,406	\$685,308,361

Source: Applied Development Economics, Inc., multiplier data from IMPLAN input-output model.

Board of Directors – 2016 Officers

- Bob Gutierrez
Food 4 Less
Chairman
- Susan Dell’Osso
The Cambay Group
Vice Chairman
- Lewis Gale, Ph.D.
University of the Pacific
Secretary / Treasurer

San Joaquin Partnership Staff

- Michael S. Ammann
President & CEO
- Christine Bamesberger-Youngsma
Office Manager
- Jan Klevan
Communications Manager
- Brad Ecker
Client/Network Administrator

Partnership
Board of Directors

EXECUTIVE COMMITTEE



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Bob Gutierrez**
*Government Affairs
Food 4 Less*



**Vice Chairman
Susan Dell'Osso**
*President
The Cambay Group*



**Secretary/Treasurer
Lewis Gale, Ph.D.**
*Dean
Eberhardt School of Business
University of the Pacific*



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David Nelson**
*Sr. Vice President
Land Development
A.G. Spanos Co.*



**Committee Member
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*Mayor
City of Lodi*



Mike Maciel
*Mayor
City of Tracy*



Cynthia Mitchell
*Area Director of
Account Management
Kaiser Permanente*



John Quinn
*President
Food 4 Less Stores*

BOARD OF DIRECTORS



Greg Armstrong
*Executive Director
Northern California Chapter – NECA*



Richard Aschieris
*Director
Port of Stockton*



Roger Coover
*President & Publisher
The Record*



Michele Daugherty
*President & CEO
ABC Northern California*



Steve DeBrum
*Mayor
City of Manteca*



Mark Rishwain
*Partner
Rishwain & Rishwain*



Steve Salvatore
*City Manager
City of Lathrop*



Anthony Silva
*Mayor
City of Stockton*



Mary-Elizabeth Eberhardt
*Vice President
Bank of Stockton*



Bob Elliott
*Board of Supervisors
San Joaquin County*



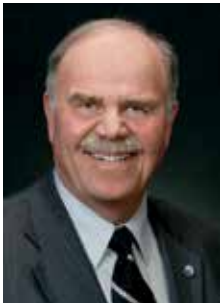
Nick Glero
*Pacific Gas & Electric Company
Stockton Division Senior Manager*



Bob Harmon
*Senior Vice President
& Stockton Area Manager
Farmers & Merchants Bank
of California (F&M)*



Kevin Huber
*President
Grupe Commercial Company*



Doug Wilhoit
*CEO
Stockton Chamber of Commerce*



Mark Winchell
*Council Representative
City of Ripon*

MISSION STATEMENT

The mission of the San Joaquin Partnership is to attract and retain business and industry in San Joaquin County to enhance the quality of life for our communities.

The Corporation



Michael S. Ammann
President & CEO



Christine Bamesberger-Youngsma
Office Manager



Jan Klevan
Communications Manager



Brad Ecker
Client/Network Administrator

San Joaquin Partnership celebrates 25 years of results in 2016.

Good economic development work is not just about 'selling' a community or region. It's about envisioning a healthy, opportunity-rich economic future and building the relationships with site consultants, brokers and business investors that will make that possible.

It's easy for an economic development organization to become single minded in celebrating one time transaction-oriented company locations. The wins and ground breakings are important, but the San Joaquin Partnership's job is make sure that each of the individual transactions over the past 25 years bring us closer to a better long-term diversified economic future through leading a cooperative countywide

competitive economic development partnership with our business and community investors.

Last year I said the economic development table has been set for long term growth due to positive favorable changes that now favor San Joaquin's Northern California Megaregion. Those changes include a crossroads of commerce location with affordable costs vs. competing Bay Area communities. This is being powered by rapid population increases and consumer market growth that attracts business investment and expansion.


Other signs of recovery and growth include a new record \$3.23 billion in San Joaquin County's 2014 agricultural production despite the California drought; a strong surge of ½ billion in net commuter income to \$4.5 billion; the return of residential construction with plans for Tracy Hills underway while River Islands, Mountain House, Manteca and Lodi continue to build new homes and Stockton spurring renewed interest through a reduction in fees.

Another result of economic development success is major technology locations like Amazon and Tesla continuing to expand employment here, increasing wages and career opportunities.


The recession is over and our economy is now in full recovery. Let's celebrate 25 years of success in 2016 by continuing to work together to diversify and increase the economic future for the next 25 years.

Michael Ammann


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ECONOMIC DEVELOPMENT

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I'M A PART — OF THE — PORT



Danny Burgess, President of Rare Parts, Inc. Steering & Suspension

The Port of Stockton is responsible for over 5,500 jobs in the Stockton area, from manufacturing to agriculture to transportation and more. Local businesses, like Rare Parts, depend on the essential imports that pass through our port every day. So even though Danny may never handle a crane or steer a ship, he'll always be a big part of the port.

For more information
call 209.946.0246
or visit
portofstockton.com

Chair Gary Christopherson, Vice Chair R. Jay Allen.
Commissioners Sylvester Aguilar, Elizabeth Blanchard,
Michael Patrick Duffy, Stephen Griffen, Victor Mow
and Port Director Richard Aschieris.



Port of Stockton
CALIFORNIA

Marketing San Joaquin County

The San Joaquin Partnership's 2016 Marketing & Outreach Program also assists local communities and businesses in expansion and retention of employers. In addition it supports educational opportunities that increase the skills of the labor force and markets a positive image.

It targets the following industries (an example of a past location)

- Food Processing (Pearl Crop)
- Fulfillment /Logistics Centers (Federal Express Ground)
- Advanced/Specialized Manufacturing (Tesla)
- Construction Materials (Pace Supply)
- Medical Equipment & Supplies (Medline)
- Office/Professional Services/IT (Franklin Templeton)
- Agricultural Technologies (Agro-Culture Liquid Fertilizers)
- Energy Resources & Technologies (Community Fuels)

“Grow It! Make It! Ship It!” SAN JOAQUIN USA BRAND

In 2016, the San Joaquin Partnership will maintain and build new relationships, awareness and communicate positively to the above industry targets through the following events, conferences, trade shows, social media and sales presentations with marketing partners.

CONFERENCES

- Industrial Asset Management Council (New Orleans & Indianapolis - Team, CA)
- International Economic Development Council (Cleveland)
- Team California Consultants’ Forum (Sacramento)
- CA Association of Local Economic Developers - CALED (South SF)
- IEDC Federal Forum (Washington DC - Manteca)
- Select USA (Washington DC)
- Logistics Development Forum (Chicago - Tracy)
- SIOR Fall (New York)

INDUSTRY EXPOSITIONS/ TRADE SHOWS

- Westpack (Anaheim, CA - with Central Valley EDC)
- Society of Industrial & Office Realtors – Nor Cal/So Cal Chapter Events (Multiple Events - Central Valley EDC)

MISSIONS AND NATIONAL OUTREACH

- Atlanta - Broker/Site Consultant Visits with CCVEDC
- Sacramento Legislative & Broker Calls (CCVEDC)
- San Francisco Bay Area – Broker/Site Consultant Visits
- Southern California - Broker/Site Consultant Visits

GREATER SILICON VALLEY BRAND

The Partnership will continue its collaboration with San Joaquin County to market the “Greater Silicon Valley” brand implemented in 2013 and operate an office within TIE Silicon Valley with the following goals.

- Attract new investment and expanding Silicon Valley technology firms, suppliers and manufacturers to San Joaquin communities.
- Connect San Joaquin County entrepreneurs and startups with Silicon Valley mentor services (TIE Silicon Valley), funding sources, talent to hire and selling services and products into Silicon Valley.

Events, Exhibition and Outreach

- Joint Venture Silicon Valley - State of the Valley Conference (Santa Clara, CA – local community representatives and marketing table)
- Annual TiECon Sponsorship/Marketing Booth (Santa Clara, CA - local community representatives)
- Gateway to Growth Insert - paper and digital (local advertisers, Silicon Valley Business Journal)
- Multiple evening events, conferences within Silicon Valley, San Francisco and East Bay (Churchill Club, California Technology Council - member of advisory board)

BUSINESS RETENTION & EXPANSION

Support Business Team San Joaquin, a collaboration of the San Joaquin County Economic Development Agency, community economic development leaders, EDD, and the San Joaquin Partnership that provides cooperative services to retain and grow local companies.

2015 Business Retention & Expansion Highlights:

San Joaquin Partnership collaborated to assist three businesses (Medline, Pearl Crop and TAP Plastics) with expansions creating 400 new (and some seasonal) jobs, while retaining 267 positions.

In addition, the president is a member of the City of Stockton Development Oversight Commission and the Stockton Metropolitan Airport Advisory Commission.

Partnership Investors

Three private sector investors joined the Partnership in 2015 and one in 2016, including two new members of the Board, ABC NorCAL and Northern CA Chapter, NECA. They are highlighted in the listing below.

PRIVATE SECTOR INVESTORS

A. G. Spanos Companies
A. Teichert & Son
ABC NorCal
Advanced GeoEnvironmental
ARDEX
Bank of Agriculture & Commerce
Bank of Stockton
BBVA Compass
BNSF Railway
Boyce Resource Development
The Brown Group
Buzz Oates Companies
CA Water Service Co.
The Cambay Group
CB Richard Ellis
CenterPoint Properties
Central Valley Community Bank
Colliers International
Collins Electrical Company, Inc.
CSU-Stanislaus/Stockton Campus
Cummings Design & Advertising
Cushman & Wakefield
Custom Building Products
DeGregori, Gormsen & Ringer
Delicato Family Vineyards
Diede Construction
Dryco Construction, Inc.
DSS Company dba Knife River Construction
Durst Contract Interiors
East Louise Business Park
Electric Vehicles International (EVI)
Farmers & Merchants Bank
Financial Center Credit Union
Food 4 Less
Franklin Templeton
General Mills, Inc.
Grupe Commercial Company
Haggerty Construction
Hakeem, Ellis & Marengo
Hartin and Hume, Inc.
Health Plan of San Joaquin
Hilton Stockton
Holt of CA
HRM Plumbing Company, Inc.
IDI/Gazeley a Brookfield Logistics Company
JaniTek Cleaning Solutions
JLL
JM Eagle
Kaiser Permanente
Bob & Janet Kavanaugh
Kjeldsen, Sinnock & Neudeck, Inc.
Kleinfelder, Inc.
Lagorio Family of Companies
Lee & Associates CRE
Lodi Gas Storage
Manex Consulting
March Tower Associates
Marriott: Residence Inn & Courtyard
MCV Insurance Producers, Inc.
Mid Cal Industrial Properties

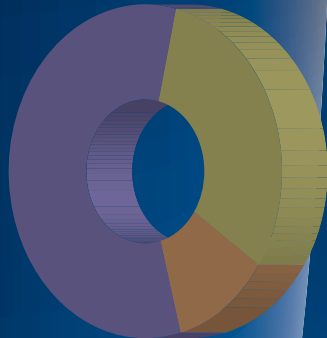
Moss Adams LLP
National University
Neumiller & Beardslee
Newmark Cornish & Carey
Nor. CA Carpenters Regional Council
Nor. CA Chapter, NECA
Oak Valley Community Bank
Old Republic Title Co.
OmniTRAX/Stockton Terminal & Eastern RR (ST&E)
Pacific Gas & Electric Co.
Pacific Records Management
Patmon Company, Inc.
Pennino Management Group
Premier Finishing
Premier Staffing
ProLogis
Quest Industries LLC
The Record
Republic Services
Ricoh USA
Rivermaid Trading Company
San Joaquin Delta College
Sardee Industries, Inc.
Schwartz, Gianni, Lantsberger & Adamson
Accountancy Corporation
Siegfried Engineering, Inc.
Sisler & Sisler Construction
St. Joseph’s Medical Center
Stockton Chamber of Commerce
Stockton Port Properties
Stockton Ports
Surtec, Inc.
Sutter Tracy Community Hospital
TMW & Associates, Inc.
Union Pacific Railroad
United Rentals
University of the Pacific
U. S. Bank
Verve Networks
Volt Workforce Solutions
W. L. Butler Construction, Inc.
Waste Management
Wells Fargo Bank
WMB Architects, Inc.

PUBLIC SECTOR INVESTORS

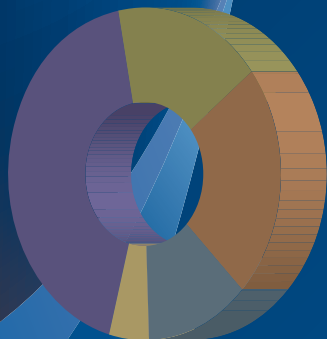
ACE - SJ Rail Commission
City of Lathrop
City of Lodi
City of Manteca
City of Ripon
City of Stockton
City of Tracy
Port of Stockton
San Joaquin County
San Joaquin Council of Governments
San Joaquin Regional Transit District

2016 BUDGET

Projected Revenues \$918,087



Projected Expenses \$910,966



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Successful Projects

"This is really the best outlook in the past decade for this county."

– Jeffrey Michael, director of the Center of Business and Policy Research at the University of the Pacific. January 6, 2016

Jeffrey Michael, speaking at the San Joaquin County Hispanic Chamber annual "Business Outlook" conference, said he expects San Joaquin County's 2015 job growth to come in at a strong 3.4 percent and the 2016 job growth to accelerate to a 3.7 percent gain.

The San Joaquin Partnership's client intake remained steady in 2015 and clients were earnest in their location search process. The Partnership completed 10 successful client locations, expansions or retentions in 2015. These projects included: five (5) manufacturers, and five (5) logistics operations —the movement of goods and commodities.

The San Joaquin Partnership's 2015 client activities represent 1,312 initial jobs with 3,175 anticipated at build-out. The total initial investment is estimated at more than \$156 million, demonstrating the business sector's



belief in San Joaquin County's economic recovery and opportunities.

Local business commitment to San Joaquin County remained high with two (2) expansion projects. Business retention and expansion efforts equated to 267 jobs remaining in the region.

With building vacancies being absorbed and the construction of more than 5 million square feet of industrial spec development underway or anticipated, the San Joaquin Partnership continues to see a healthy flow of project and investment activity. San Joaquin County offers "international crossroads of commerce" with the ability to reach the Pacific Rim and over 12.5 million consumers in the Bay Area, Silicon Valley, Sacramento and the Central Valley.

San Joaquin USA – where industry can Grow it! Make it! Ship it!

MANUFACTURING

NEW ATTRACTION

Crumb Rubber Manufacturers (CRM), headquartered in Newport Beach, is North America's largest crumb rubber manufacturer, providing their customers with leading edge technology. They recently expanded business to Northern California by moving into the former 130,000 square foot Hormel food processing facility in Stockton.

New/Retained Jobs: 50 new/100 at build out
Square Footage: 130,000

San Joaquin Partnership Services: Site Location, fee estimates, incentive analysis, permit assistance, provider referrals and meeting facilitation

San Joaquin Partnership Investor: PG&E, Haggerty Construction, Pennino Management Group

Agency Assistance: Governor's Office of Business & investment Services, City of Stockton Economic Development Department

EXPANSION/RETENTION

Pearl Crop Inc. formerly Turkhan Foods, a nut processor that started in Ripon in 2010, expanded with a 126,000 square foot facility with a new corporate office on 16 acres near the Stockton Metropolitan Airport. The new building is ideally located between Pearl Crop Inc.'s existing locations in the heart of the San Joaquin Valley.

New/Retained Jobs: 400 additional seasonal
Square Footage: 126,461

San Joaquin Partnership Services: Permit assistance and meeting facilitation

San Joaquin Partnership Investor: PG&E

Brokers: Matt Cologna, Cushman & Wakefield and Mark Reckers, Lee & Associates

Agency Assistance: City of Stockton Economic Development, Community Development and Fire departments, San Joaquin Flood Management Agency



NEW ATTRACTION

SCB International Materials, a Group D'Amico company, is a leading global supplier of raw materials for the cement manufacturing industry. The company is locating to a four-acre site at the Port of Stockton.

New/Retained Jobs: 11-18 new

Square Footage: 4 acres

San Joaquin Partnership Services: Fee estimates, incentive analysis, permit assistance, meeting facilitation and provider referrals

San Joaquin Partnership Investor: Port of Stockton

Agency Assistance: GO-Biz, City of Stockton

NEW ATTRACTION

Shepard Bros., headquartered in La Habra, CA, provides a comprehensive line of chemicals, equipment and service to the food and beverage, water treatment, commercial laundry and special industrial markets. The company has located its manufacturing, distribution and warehousing services to a 30,000 square foot facility in Stockton.

New/Retained Jobs: 18 new

Square Footage: 30,000 (1.82 acres)

San Joaquin Partnership Services: Incentive information, permitting assistance, meeting

facilitation and provider referrals

Brokers: Tyson Vallenari, CBRE; Michael Goldstein and Wes Widmer, Colliers International

Agency Assistance: City of Stockton Economic Development, Community Development and Fire departments



NEW ATTRACTION

Spears Manufacturing, a leading manufacturer of thermoplastic valves, fittings and piping system components, has located to Stockton's Central Valley Industrial Park.

New/Retained Jobs: 20-30 new

Square Footage: 207,360

San Joaquin Partnership Services: Incentive analysis, information and human resource assistance

San Joaquin Partnership Investor: Haggerty Construction

Broker: Ryan McShane, CBRE

Agency Assistance: City of Stockton

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Successful Projects

LOGISTICS

NEW ATTRACTION

Federal Express Ground, will open a sprawling 660,000-square-foot distribution hub in Tracy in summer of 2016. The hub, part of a \$3 billion FedEx Ground expansion over the past five years, will be one of 34 major U.S. distribution centers for its FedEx Ground service.

New/Retained Jobs: 390 new

Square Footage: 660,000

San Joaquin Partnership Services: Site location, information assistance and fee estimates

San Joaquin Partnership Investor: Prologis

Broker: Ryan McShane, CBRE

Agency Assistance: City of Tracy

NEW ATTRACTION

KeHE is the largest distributor of specialty food products and one of the largest distributors of natural food products in

North America. It's expanding into northern California with a new 450,000 square foot facility in Stockton's NorCal Logistics Center under the name Nature's Best Powered by KeHE.

New/Retained Jobs: 66 new/300 at build out

Square Footage: 453,500

San Joaquin Partnership Services: Site location, incentive analysis, permit and human resource assistance, meeting facilitation and provider referrals

San Joaquin Partnership Investor: Stockton Chamber of Commerce Apprenticeship Program

Brokers: Michael Goldstein, Colliers

International and Tyson Vallenari, CBRE

Agency Assistance: City of Stockton

Economic Development, San Joaquin County WorkNet, State of CA EDD (Stockton office)

EXPANSION/RETENTION

Medline Industries, the nation's largest privately held manufacturer and distributor of medical supplies and services, has constructed a 1.1 million square foot state-of-the-art northern California distribution center in the Prologis' International Park of Commerce in Tracy.

New/Retained Jobs: 264 retained

Square Footage: 1,100,000

San Joaquin Partnership Services: Site location, fee estimates, incentive analysis, meeting facilitation and provider referrals

San Joaquin Partnership Investors: Prologis, Port of Stockton

Brokers: John McManus, Cushman & Wakefield; Michael Goldstein and Greg O'Leary, Colliers International

Agency Assistance: City of Tracy

"There isn't another master-planned, Class-A logistics and distribution park in the Central Valley that is closer to the Bay Area or that offers better access to three major interstates. The park will allow Medline and FedEx to connect with customers throughout the West Coast."

— Ryan George
Prologis

NEW ATTRACTION

Restaurant Technologies, the leader in smart, safe sustainable cooking oil and operations management technology, combined two of its service depots into one facility in Stockton to better serve customers in California.

New/Retained Jobs: 20 new

Square Footage: 22,570

San Joaquin Partnership Services: Incentive analysis, human resource assistance and provider referrals

Broker: Tim Mustin, JLL

Agency Assistance: City of Stockton Economic Development Department

EXPANSION/RETENTION

Tap Plastics relocated its distribution facility to Stockton. Tap Plastics began as wholesale distribution center for fiberglass materials and sheet acrylics in Oakland in 1952 and has evolved into 20 West Coast stores and most recently a web-store. Through all this time the most significant commitment and change was the development of the retail plastics store.

New/Retained Jobs: 3 retained

Square Footage: 70,642

San Joaquin Partnership Services: Incentive analysis and traffic count data

Broker: Ryan McShane, CBRE

Agency Assistance: City of Stockton Economic Development

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Tesla Motors Chose Lathrop, CA as the place to grow.

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- ★ Available industrial sites
- ★ Home to UP Intermodal
- ★ Business friendly city staff
- ★ New industrial buildings

"We look forward to working diligently with Tesla to create more opportunities for their continued success."

— Lathrop Mayor
Sonny Dhaliwal

"Lathrop is a prime location and a great low cost alternative or expanding Bay Area companies such as Tesla and we see great opportunity in the near future."

— City Manager
Steve Salvatore

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Mike Goldstein, SIOR
Gregory O'Leary, SIOR
Greig Lagomarsino, SIOR
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The Central Valley has long been supporting the technology and innovation leaders in the Silicon Valley / San Francisco Bay Area with workforce and logistics services. Many of the world's cutting-edge companies are headquartered right here in our backyard and are looking for facilities that will accommodate their long-term growth.

Prologis International Park of Commerce in Tracy, CA is a fully entitled, master planned park perfectly poised to meet that demand. The 1,200-acre site is already under development with a regional FedEx Ground hub, a one million square foot state of the art distribution facility and two new buildings planned for Fall 2016 delivery. Prologis International Park of Commerce is an optimal choice for logistics and distribution, e-commerce fulfillment, high technology manufacturing, and food and beverage manufacturing. To learn more about Central Valley's newest development, visit www.PrologisIPC.com.





BUSINESS COUNCIL, INC.

COMMUNITY
ADVOCATES FOR
28 YEARS

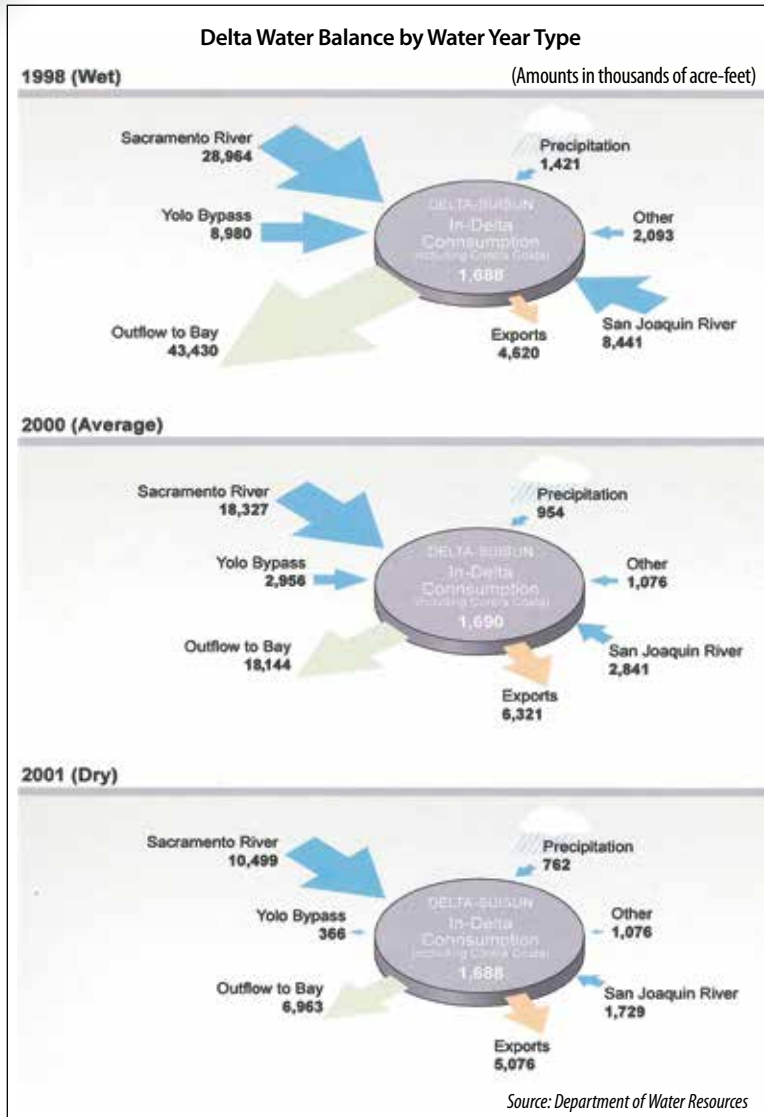
History

The Business Council was formed in 1987 by a group of San Joaquin County business leaders who were concerned about the economic health of the county. Three distinct priorities were established for the Council's efforts, those being Education, Land Use and Infrastructure. These priorities have remained the central focus over the last 28 years. Over those years the Council has played a major role in the development of commercial, retail and housing stock. The Council was asked to run the campaign for the passage of Measure K, a ½ cent sales tax increase for transportation projects. The Measure passed with a 54% yes vote and has provided the matching dollars required for access to State and Federal funding. In 2006 the Council was once again asked to run the campaign for the Renewal of Measure K, they agreed, but this Measure required a 2/3 vote, a formidable task. The campaign dollars were raised and the Measure passed with an 80% yes vote. The Council has been called upon to run a number of very important ballot measures with 100% success. Education has proven to be paramount in developing an educated work force for our County. Early on literacy was determined to be the most needed task and San

Joaquin A+ was created to assist children in their early childhood reading skills. Having children learn to read by the 3rd grade was the goal. Kindergarten to 3rd grade children learn to read, from 3rd grade on they read to learn. A+ has focused on getting those behind in their reading skills up to 3rd grade levels. The Council provides a venue for the public sector to share issues seeking the Council's input and support in advance of final decisions being made. It's truly a two way street of communication that improves relationships. Improving the business friendly climate in the County is the goal.

State Water Resource

Water resource continues to be a high priority item for the Business Council, as well as for all of the communities in our County and the State. First, who uses the water – 50% is for the environment,



Courtesy of Judy Hochman

40% for agriculture and 10% for urban and industrial use. The State Department of Water Resources in 2007 prepared a chart (see attached) entitled "Water Balance in Delta by Water Year Type". This chart shows in 1998, a Wet Year; 4,620,000 acre feet of water was exported south out of the Delta, with 43,430,000 acre feet flowing to the Bay. 2000 was an average year exporting 6,321,000 acre feet south with 18,144,000 acre feet flowing to the Bay. 2001 was a Dry Year that exported 5,076,000 south with 6,963,000 acre feet flowing to the Bay. So in the very year we have less water, we actually export slightly more south. 80% of the water pumped south of the Tracy pumps is used within the San Joaquin Valley; only 20% goes on to Southern California. Retaining the water we receive in wet years is key, but storage and conveyance must be linked. Additional storage including off stream, groundwater recharge, improved existing dam capacity and new distribution systems, plus recycling and desalination are all ideas that are currently being explored. The Council's efforts, along with many others, will continue to work on the retention and distribution of our valuable water resource.

Measure K

Since the inception of the Council of Governments Measure K, San Joaquin County, with the benefit of the ½ cent sales tax, has been a hotbed of transportation projects. Every community and the county have benefited from the matching dollars. Under the original Measure K, \$745,000,000 was used to match nearly \$2.2 billion dollars in State and Federal transportation funds. The Renewal of Measure K in 2006 created an additional \$300,000,000 in State transportation dollars as of February 1, 2016. This program has been a tremendous success and has given the Council of Governments the funds to construct many of the county's most critical transportation projects. Several examples of the projects Measure K funded are the improvements to Interstate

5, State Route 99, State Route 4 Extension, Eight Mile Road/U.P.R.R. Grade separation and literally hundreds of additional projects. Although many projects are still in the construction phase, our transportation systems are successful, thanks to the voters' approval of Measure K and the Renewal of Measure K.

San Joaquin A+

The school bells are still ringing at San Joaquin A+!

Thanks to generous donors and collaborating organizations A+ has continued work toward the goal of attaining a county of literate residents who possess the basic knowledge and skills to compete in today's economy. Research shows time and again that low literacy is linked to greater inequality, higher unemployment, less earned income and poor health. The "GAP" in education, (75% of low income 3rd graders cannot read at their grade level,) creates less financial opportunities and social mobility resulting in a stagnant economy. Illiteracy is a major challenge for San Joaquin County. The A+ focus continues to be literacy.

The last twelve months proved to be another rewarding year. We continued along our collaborative path set forth by the Business Council in 1996 when it created San Joaquin A+. Business, education, and community based organizations provide venues and materials to lay the groundwork for the A+ mission. In return, our support, programs, materials, and services are used by the school districts and literacy groups throughout San Joaquin County.

San Joaquin A+ has been able to reach more than 50,000 children and their families throughout the county since its inception in 1996.



Courtesy of SJCOG

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In an industry built on fee-for-service care, Kaiser Permanente succeeds because we're built around prevention and the highest quality care. One *Harvard Business Review* article described our care as "untainted by any economic conflict of interest."* And in an industry report by *The Economist*, Kaiser Permanente's care was described as promoting economy and quality care with "no financial motive to order unnecessary procedures."†

Discover a better way.

* Lew McCreary, "Kaiser Permanente's Innovation on the Front Lines," *Harvard Business Review*, September 2010.

† "Another American Way," *The Economist*, May 1, 2010.



Courtesy of Helen Ripken

Community Partnership for Families of San Joaquin

Community Partnership for Families of San Joaquin (CPFSJ) was founded in 1998 by a diverse group of community leaders.

Beginning with four neighborhood Family Resource Centers (whose location was determined by having the highest crime statistics) it has expanded to seven fully functioning centers including: two Community School centers in conjunction with Stockton Unified School District; the Human Service Agency; and a Mobile Resource Center.

CPFSJ offers a variety of programs that focus on violence and crime prevention developed by co-located partners from the county and the 501c3 community.

In neighborhoods where families are served by CPFSJ, crime and 911 calls have been reduced approximately 50%! CPFSJ relies heavily on its Results Based Accountability process to measure their success, insuring best practices are reflected at each center.

Each year, CPFSJ programs serve more than 20,000 individuals. One important program is the Volunteer Income Tax Assistance (VITA). Over the past ten years, hundreds of volunteers have been trained to assist the community preparing their taxes. Because of this more than \$40 million of tax dollars have come back to our county - dollars that were previously uncollected.

Through the leadership of Robina Asghar a network of Family Resource Center's (FRC) in four counties (San Joaquin, Stanislaus, Merced and Mariposa) have been developed and focused on best practices and acquisition of funding for the region.

Four years ago Meredith Huber Baker became project manager for the Teen Empowerment program developed to support youth who had been served by Foster Care, Behavioral Health and Probation. In a program of more than 100 youth, eighty five percent of them have successfully completed this program and re-entered school or vocational training.

Through these and other efforts CPFSJ and many other agencies strive to reduce generational poverty, crime, increase and improve education outcomes and a positive image for San Joaquin County.

Current programs and events include:

1. San Joaquin Reads Week which includes, Lincoln Center Live Reads!, Record's Family Day in the Park, Pacific's Sunday Sundaes with a Story on Top, The Progressive Book (sponsored by PG&E), Read at Home Night, and Faithful Readers.
2. November's Spirit of Literacy Gala Dinner honored 16 exceptional people who made a great contribution to Literacy in the previous year. This event was sponsored in part by Kaiser Permanente and Pacific's Beyond Our Gates.
3. May Teacher Awards celebration honoring fourteen teachers who have made a creative contribution to education programs and teaching at their schools. Underwritten by San Joaquin County Office of Education, Lincoln Shopping Center, and BCI contributions.
4. Kindergarten Book Bags, 3,000 given out annually, sponsored in part by The Human Service Agency.
5. Third grade "People In Time" newspaper (features one of nine historical people of San Joaquin County each month) given to over 2,000 students each month. This is underwritten by PG&E and San Joaquin Delta College.
6. Halloween Books for Treats .
7. We offer our umbrella to Reach Out and Read, a national program for doctors to model reading to patients in their earliest years.



A Strong Vision for the Future — A Great Respect for the Past

The History of Eberhardt Leadership Continues

The Eberhardt family has been an integral part of the Bank of Stockton's growth and management since the appointment of R.L. Eberhardt as the 6th president in 1949. Under his leadership, the main office at Miner Avenue and San Joaquin Street was planned, designed and built. At the time, it was the most modern banking facility in the State and a showcase of customer service. R.L.'s eldest son, R.M. (Bob) Eberhardt, assumed the office of President on his father's death in 1963. Having worked at the bank with his father since 1956, he was ready to continue the growth of the Bank — a small community bank competing with national banks. Bob arranged the purchase of the land at Pacific Avenue and Benjamin Holt Drive to construct a northern Stockton office for the Bank. This first Branch location was opened in 1970. Bob continued the Branch network with the addition of 6 more locations. Bob was succeeded at his death by his younger brother, Douglass Eberhardt. Doug has maintained a strong commitment to the Branch network,

customer service and the latest banking technologies. The bank has grown to 19 branches under his watchful eye with assets of over \$2.4 billion and remains a leader in banking technologies. Doug was proud to announce the Board's appointment of his son, Douglass Eberhardt II, as president. Doug maintains his leadership and involvement in the Bank as CEO and Chairman of the Board. Doug Eberhardt II started at the bank in 1986 and stepped up from his position as Executive Vice President. His vision continues the tradition of a strong branch network, personal service and technological innovation. Along with his appointment, Mary-Elizabeth Eberhardt Sandstrom, daughter of the late R.M. Eberhardt, has been named Vice President, Director of Community Banking, overseeing the Branch system along with retail loans and deposits. This new generation of Eberhardts is looking forward to continuing the solid growth, leadership and innovation their family has developed for the Bank over the past 65 years.



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A HISTORY APART FROM THE REST

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B U S I N E S S



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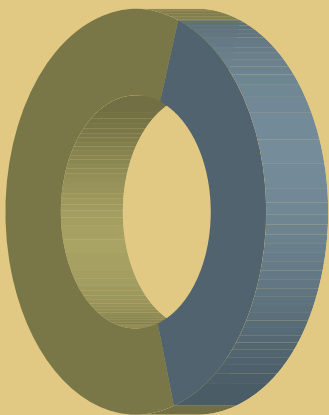
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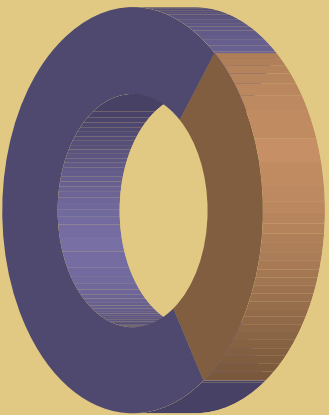
2016 BUDGET

Revenue \$265,000



General Membership Dues 40%
Board Member Dues 60%

Expenses \$225,000



Administration 70%
General Overhead 30%

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MISSION STATEMENT

The Business Council, Inc. serves as the driving force to help identify, examine and resolve economic and business environment issues. Funded completely through the private sector, it functions as a strong advocate for business and industry in San Joaquin County. The Council serves as a facilitator to provide stimulus, support and the focus needed to improve the quality of life for all who live and work in San Joaquin County.

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SAN JOAQUIN USA

Attachment B

NORTHERN CALIFORNIA'S CROSSROADS OF COMMERCE



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- Provides centralized confidential information and connection to key business and community decision-makers
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