

INVESTMENT COMMITMENT FORM

Yes! We are committed to investing \$_____ in the future of economic development in Tulare County.

We believe in the Economic Development Corporation. Although unable to invest at this time, here is our contribution of \$500, \$750 or \$1,000 to receive newsletters, invitations and announcements from the EDC.

COMPANY INFORMATION

Company _____
 President/CEO _____
 Corporate Headquarters _____
 Website Address _____
 Number of Employees _____

TYPE OF INDUSTRY

- | | |
|---|---|
| <input type="checkbox"/> Agribusiness/Food Processing | <input type="checkbox"/> Manufacturing/Distribution |
| <input type="checkbox"/> Business Services | <input type="checkbox"/> Professional Firm |
| <input type="checkbox"/> Educational Institution | <input type="checkbox"/> Tourism/Travel |
| <input type="checkbox"/> Insurance Agency | <input type="checkbox"/> Auto Dealer |
| <input type="checkbox"/> Professional Association | <input type="checkbox"/> Developers |
| <input type="checkbox"/> Retailer | <input type="checkbox"/> Financial Institution |
| <input type="checkbox"/> Architect/Engineering | <input type="checkbox"/> Media |
| <input type="checkbox"/> Contractor/Construction | <input type="checkbox"/> Real Estate |
| <input type="checkbox"/> Health Care | <input type="checkbox"/> Telecommunications/Utility |

PRIMARY CONTACT (the primary contact will be listed in the Investor Directory)

Name _____
 Mailing Address _____
 City _____ State ____ Zip _____
 Telephone _____ Fax _____
 E-mail _____
 Billing Contact Name _____
 Sponsor who encouraged you to join the EDC _____
 Signature _____ Date _____

Your investment in the EDC is renewable annually. Contributions or gifts to the EDC are not tax deductible as charitable contributions. However, they may be tax deductible as ordinary and necessary business expenses. Should you wish to discuss what other companies in your sector invest, please call us.

The EDC was again awarded the Accredited Economic Development Organization designation by the International Economic Development Council, the only EDC in Central California and only one of two in the State to receive this prestigious distinction.



The EDC provides leadership and implementation of the countywide tourism marketing program as the Sequoia Valley Visitors Council, coordinates the regional higher education strategy through the Institute for Higher Education and manages the Business Incentive Zone (BIZ) program, which provides incentives to locating and existing companies.

Board of Directors

Colby Wells, Chairman, *The Gas Company*
 Debi Engelbrecht, Vice Chair, *Rabobank*
 Harroll Wiley, Treasurer, *Tri-Counties Bank*
 Phil Cox, Secretary, *Tulare County Board of Supervisors*
 Stephen Peck, Past Chairman, *Mangano Company*
 Teresa Boyce, *City of Exeter*
 Dr. Rosa Carlson, *Porterville College*
 Bill Delain, *Southern California Edison*
 Ann Hosier, *City of Farmersville*
 Michael Lane, *Lane Engineers*
 Felipe Martinez, *City of Porterville*
 Frances Martinez, *City of Woodlake*
 Suzi Picaso, *City of Lindsay*
 Nick Seals, *Seals-Biehle General Contractors*
 Donnette Silva-Carter, *Sequoia Valley Visitors Council*
 Dr. William Scroggins, *College of Sequoias*
 Craig Vejvoda, *City of Tulare*
 Mark Wallace, *City of Dinuba*
 Greg Woodard, *Woodard Homes*
 Jesus Gamboa, *City of Visalia*

Professional Staff

Paul Saldana, CEcD, *President & CEO*
 Karin Ford, *Vice President & COO*
 Lori Dunagan, *Business Development Director*
 Susan Mendonca, *Investor Relations Manager*
 Alex Gracia, *Community Information Coordinator*
 Robert McDuff, *Graphic Designer*

*The EDC...
 Creating the future
 of Tulare County
 through aggressive
 business recruitment,
 creative marketing
 and organizational
 leadership. Stewards of
 our economy.*



TULARE COUNTY ECONOMIC DEVELOPMENT CORPORATION

Investor Prospectus

*Improving your quality of life,
one job at a time.*



SEQUOIA VALLEY
 CALIFORNIA
 As big as it gets.

Tulare County Economic Development Corporation

4500 S. Laspina Street • Tulare, CA 93274
 Tel. 559-688-3388 • Fax 559-688-1406
 www.sequoiavalley.com

HOW DOES THE EDC BENEFIT LOCAL BUSINESS?

Since 1983, the EDC has served as the marketing & business recruitment organization for the communities and cities of Tulare County. Our efforts focus on positioning our region in the competitive world of economic development and leveraging our advantages to grow our economy. Our results the past five years include:

- Assisted more than **70 companies** with their location and **expansion** needs
- Created more than **3,500 new jobs**
- Received national and state **awards** for business **recruitment** efforts
- Addressing the major **economic development** challenges of the region

YOU BENEFIT FROM GROWTH IN LOCAL INDUSTRY

Everyone benefits from a strong and growing local economy. Even companies who don't receive a direct financial gain from companies locating to or expanding in Tulare County will feel the economic impact of EDC activities. When new workers are hired, these employees will spend their money locally, either in increased spending on major purchases, clothing, recreation or other discretionary spending, we all benefit.

LOCAL EXPENDITURES

Our efforts over just the past five years generated more than **\$778 million** in new employee expenditures, which included:
(in millions)

\$74 in auto payments
\$67 at grocery stores
\$48 in restaurants
\$42 for clothing & apparel
\$24 in health care

Our Vision

Tulare County will become the premier location in California to live, work and play. It will rank as one of the top locations in California for corporate locations and expansions and be recognized as having a superior quality of life.

WHY SHOULD MY COMPANY INVEST IN THE EDC?

REFERRAL OPPORTUNITIES

We recommend our investors as resources to any business looking for a product or service, either new companies or existing companies. From direct leads as part of our business visitation program to listings in our investor directory, your company will be profiled.



MARKETING OPPORTUNITIES

On our website, in our directory, and at events like our State of Economic Development Luncheon, Entrepreneurship Recognition Breakfast and Economic Summit, the EDC promotes its investors to other investors and businesses.

SUPPORT ECONOMIC GROWTH

Your investment will be used to recruit new businesses to the region and to assist those expanding, resulting in new job growth and an improved quality of life for our residents.



VF Outdoor (an EDC investor) was assisted by the EDC in locating their 1 million square foot distribution center, employing approximately 400 people in the Midstate 99 Distribution Center developed by EDC investor The Allen Group.

IMPROVE THE BUSINESS ENVIRONMENT

The EDC is a leader in advocacy for a more business friendly environment locally and statewide, helping to ensure that business costs don't grow and that we remain competitive.

INFORMATION

With our events, electronic newsletter, investor only luncheons and publications, our goal is to keep you informed of economic trends, advance notice of new companies, and the latest news impacting our economy.



AN INVESTMENT IN OUR FUTURE

BENEFITS OF INVESTMENT

EDC investors receive added exposure and recognition, plus access to timely, accurate economic data. Investment levels are cumulative, i.e., each level includes all the benefits of the preceding levels.

\$20,000+

- Full page advertisement in ED Guide (premium location)
- Company profile & testimonial on Web site
- Choice of sponsor listing for EDC Initiatives (Institute for Higher Education, Center for Entrepreneurial Development)
- Participation in outbound media and prospect visits

\$15,000

- Printed investor company information included in prospect packages
- Sponsor of EDC events & recognitions (Entrepreneur Awards, Economic Summit)
- New company reception sponsor

\$10,000

- Annual EDC meeting sponsor
- Participation in prospect host/site visit team
- Full page advertisement in ED Guide

\$5,000

- Banner Advertisement on Web page
- Half page advertisement in ED Guide

\$2,500

- Property listings on EDC real estate database
- Listing on Web site
- Enhanced listing in ED guide

\$1,500

- Listing in ED Guide
- Notification of new company locations/expansions
- Invitation to EDC events
- New company reception invitation
- Listed on all Investor acknowledgements
- E-newsletters/investor mailings

“The only way to predict the future is to create it”