

POWAY ECONOMIC DEVELOPMENT NEWSLETTER

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Welcome to the City of Poway's first Economic Development Newsletter.

This quarterly newsletter will keep you informed of interesting state and federal programs designed to aid California businesses, highlight interesting businesses in our community, links to important economic development websites, and feature select commercial, retail and industrial real estate opportunities in our City.

Your business is our business and we look forward to providing you with useful information that will help your business grow and prosper.



Looking to Expand? – Consider Industrial Development Bonds

The economy is showing early signs of recovery and now may be the perfect time for manufacturing businesses to begin considering expansion options. Industrial Development Bonds (IDBs) are a unique financing mechanism which enables manufacturers to achieve 15 percent to 40 percent savings over conventional loans.

IDBs are tax-exempt securities issued up to \$10 million by a governmental entity to provide money for the acquisition of land; the acquisition, construction, or rehabilitation of manufacturing facilities; and the purchase of manufacturing equipment. In a recent development, the Economic Recovery and Reinvestment Act of 2009 expanded the definition of "manufacturing facilities" to include facilities used in the manufacturing, creation or production of intangible property including among other items, computer software and intellectual property associated with bio-tech, green-tech and pharmaceuticals. Specifically, companies involved in the development of patents, copyrights, formulas,



processes, design, knowhow, format or other similar items are now potentially eligible for IDB Financing. IDBs can be issued by the California Infrastructure and Economic Development Bank ("I-Bank"), local Industrial Development Authorities, or by Joint Powers Authorities.

The specific advantages of Industrial Development Bonds include:

- **Low Interest Rates** - generally 20% to 30% below comparable commercial alternatives.
- **Long-Term Financing** - longer than conventional financing, often up to 30 years.
- **Comprehensive Funding** - funds can be used for construction and take-out financing for land, buildings and equipment.
- **Assumable** - the bonds are assumable if the business is sold to an entity engaged in a qualified use.
- **No Prepayment Penalty**

For more on Industrial Development Bonds visit the following two websites:

- <http://www.ibank.ca.gov/Programs/industrial.html>
- <http://www.treasurer.ca.gov/cidfac/>

Nation's Largest Green Jobs Program Announced!

Federal stimulus and state dollars are being invested to develop a clean energy workforce for California. The Clean Energy Workforce Training Program recently announced \$75 million in funding for green jobs training. This statewide partnership of state agencies, educational institutions, local workforce investment boards, community organizations and employers is being led by the California Recovery Taskforce.

Demand is growing for employees who have skills in the clean technology arenas, including energy efficiency, water efficiency, renewable energy and clean transportation. From hands-on jobs such as installing solar panels and maintaining electric vehicles to

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Green Jobs

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computer programming and researching fuel cell technologies, California's job landscape is poised to grow our clean energy economy.

Local Workforce Investment Boards and community colleges will be teaming up to utilize these funds and create a highly trained clean technology workforce here in San Diego County. To learn more about the nation's largest green job workforce development program and how your business might take advantage of newly trained workers with all levels of experience, visit the California Energy Commission's website at:

<http://www.energy.ca.gov/greenjobs>.

Demand is growing for employees who have skills in clean technology.

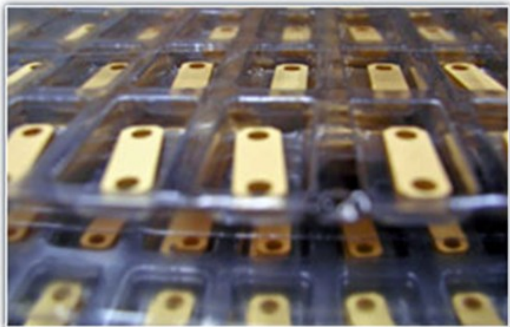
Welcome to New Poway Businesses:

- ◆ Software Design Associates, Inc.
- ◆ Grooming by Michelle
- ◆ CBT Systems, Inc.
- ◆ Urban Skate & Streetwear
- ◆ Redbox Automated Retail, LLC
- ◆ Gemini Design, LLC
- ◆ Anna's Skincare
- ◆ San Diego Subs & Salads
- ◆ Linda's Nails & Spa
- ◆ FF Ledesma
- ◆ Kelly Jeanette Esthetics
- ◆ Adriana Zuniga Photography
- ◆ Finder Technologies
- ◆ Titanium Metal Supply, Inc.
- ◆ Mestizo Mexican Grill

(from 8/5-9/24/09)

Business Spotlight—Component Surfaces Inc.

Located in the Poway Business Park, Component Surfaces continues to dazzle. The company was recently ranked #17 on list of "San Diego County's Fastest Growing Private Companies" by the *San Diego Business Journal*. Component Surfaces is a leader in the plating of coatings for electronic products, such as personal electronics, airplanes and



more. They offer electroless gold plating, a process applied by few others. The company works with customers on initial product development, processing requirements, prototype fabrication and production. With \$1 million in revenue last year, the business grew 136% between 2006 and 2008.

Using his own funds, entrepreneur and president David Shields started Component Surfaces in 2004. That initial investment and vision has paid off, as the company now employs 12 people in a 6,000 square foot facility. Component Surfaces is uniquely positioned to make future strides in the marketplace and is happy to call Poway home to their business operations.

Do you like to save money when shopping?

In connection with the **Shop Poway** campaign, the **Poway Chamber of Commerce** is currently working on a Poway Savings Card which will offer discounts to customers shopping at participating merchants. Participating merchants will place a decal in their window indicating that discounts are available to those presenting the Poway Savings Card at time of purchase. Visit the Chamber website (www.Poway.com) for further information on the cards, merchants, and the discounts available.



Property Spotlights - Poway Business Park

Retail - Sit Down Restaurant Pad 14082 Stowe Dr

Corner location on Scripps Poway Parkway and Stowe Drive

A total of 1.23 acres, 3,500-6,000 sf buildable possibilities

53 Designated Parking Stalls

Located Adjacent to the site is a 108-room Hampton Inn & Suites

The hotel provides restaurant catering opportunities through approximately 3,554 square-feet of meeting and conference space, but will not include kitchen facilities.

Contact John Jennings at 858-558-5645 john.jennings@cushwake.com or

David Bradley at 858-558-5659 david.bradley@cushwake.com



Industrial - Yard Space 13875 Kirkham Way

Approximately 1.5 acres; gates and secure with monitored camera surveillance

Rare LI-S zoning that can accommodate outside storage

Divisible with individual gate access

Contact Jeb Betz at 760-930-7956 jeb.betz@colliers.com or

Ted Cuthbert at 858-636-7988 or ted.cuthbert@colliers.com



Office/Warehouse -

12340 Stowe Drive Unit A has 2,200 sf office/warehouse space

12340 Stowe Drive Unit C has 1,400 sf office and 2,800 sf warehouse space

Both locations include:

FREE COPIER

Loading Dock

Plenty of Parking

NOTE: REFERRAL FEE OFFERED \$1,000

Contact owner at 858-967-5563 or 858-486-5692 x315



Cal State San Marcos Senior Experience Project

The College of Business Administration at Cal State San Marcos is seeking [Senior Experience](#) projects for the spring 2010 semester from local businesses. The University is accepting applications now through November 15, with company-specific project work starting in January and ending in May.



This is an excellent opportunity to engage a group of bright young university students in a project which could be a catalyst to future growth opportunities for your business.

Businesses and organizations can request a Senior Experience team by proposing a project. The application form is available online at:

https://lynx.csusm.edu/seniorexp/project_sub.asp

A fee of \$1,500 for each project is requested to offset the costs of the program.

For more information contact

Professor Jim Hamerly, Ph.D.
 Director of Business Community Relations
 Office of the Dean

College of Business Administration
 California State University San Marcos
 San Marcos, CA 92096-0001

760-750-4266

jhamerly@csusm.edu



Seasons Greetings!

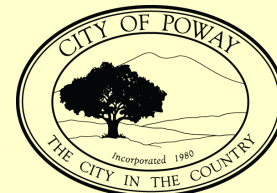
Helpful Websites:

- Poway Chamber of Commerce
www.poway.com
- Poway Business Park Association
www.powaybusinesspark.com
- California Center for Sustainable Energy
www.energycenter.org
- CALED - Tools for Business Success Program
www.caled.org
- Small Business Administration
www.sba.gov

We Want To Hear From You!

The City of Poway's Economic Development team is here to assist you. Please send your comments and suggestions to:

City of Poway
Economic Development
13325 Civic Center Drive
Poway, CA 92064



Call us at 858-668-4561 or email us at:
rmartinez@ci.poway.ca.us

This newsletter can also be viewed on the City website at www.poway.org

City of Poway Sales Tax Update Q1 2009

Receipts for Poway's January through March sales were 11.1% lower than the same quarter one year ago. Actual sales activity was down 8.5% when reporting aberrations were factored out.

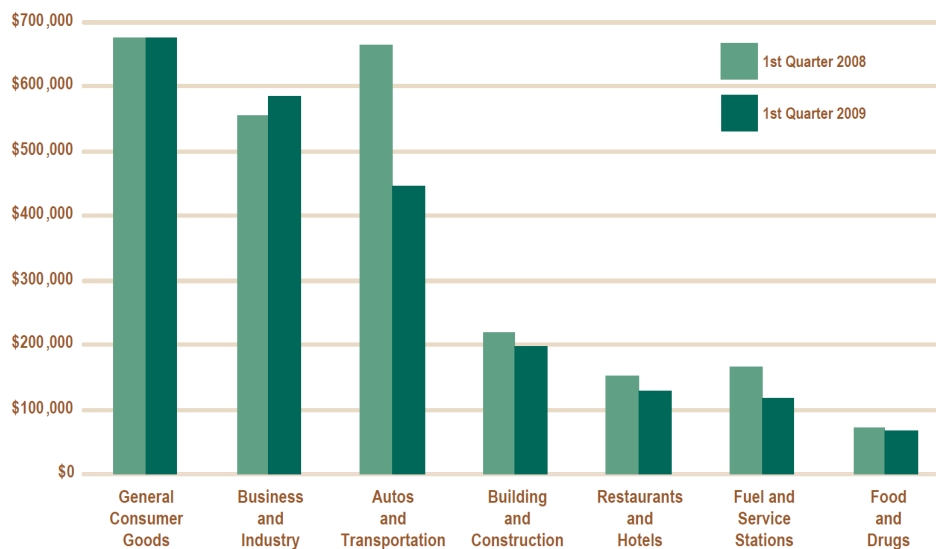
Previous closeouts compounded the sales declines from new motor vehicles. In addition, the city experienced a decline in sales from lumber/building materials, discount department stores, and farm products/equipment. A onetime payment that temporarily inflated last year's allocation from office supplies/furniture was responsible for the current decrease. The first quarter drop in fuel prices reduced service station receipts.

The losses were partially offset by recent additions that helped boost revenues for heavy industrial supplies and transportation/rentals. Receipts from home furnishings were inflated by the double-up of a previously late payment.

Adjusted for aberrations, taxable sales

for all of San Diego County declined 14.9% over the comparable time period, while the Southern California region as a whole was down 16.8%.

SALES TAX BY MAJOR BUSINESS GROUP



Source: The HdL Companies