

County of Kern

Economic Development Incentive Program

Adopted by Board of Supervisors
December 5, 2000

Revised November 2009

County of Kern
Economic Incentive Program

TABLE OF CONTENTS

	Page
Purpose	1
Available Economic Incentives	1
Eligibility Criteria	2
Award Amount and Payments	2
Application Process and Confidentiality	3
Cost/Benefit Analysis	3
Incentive Award Amount Evaluation Criteria	4
Contractual Requirements	5
Contact Information for Economic Incentives	6
Appendix A Targeted Industry Clusters—NAICS Codes	
Appendix B Contacts for Tier One Incentives	
Appendix C Application for Tier Two Incentives	
Appendix D Net County Revenue Worksheet	
Appendix E Incentive Award Evaluation Criteria	

PURPOSE

The Kern County Board of Supervisors adopted this Economic Incentive Program to enhance the County's competitiveness in attracting new businesses and encouraging growth of existing businesses. The County is especially interested in attracting businesses within the industry clusters identified in the County's Economic Development Strategy: value-added agriculture, energy and chemicals, transportation, logistics and warehousing, business and professional services, tourism, recreation and entertainment, health services and medical technologies, and aerospace and defense. Refer to Appendix A for a detailed listing of related NAICS codes.

The County's Economic Incentive Program emphasizes and facilitates attracting and growing businesses which complement existing industries, assist in the growth and diversification of the County's economic base, provide employment opportunities for unemployed and underemployed residents, create jobs with salary and benefit rates higher than the current County average, are compatible with the County's planning and environmental goals, and are good corporate citizens. This Program also encourages cooperation between the County and its cities in mutual economic development efforts.

AVAILABLE ECONOMIC INCENTIVES

The economic incentives available in Kern County are classified as Tier One and Tier Two incentives.

Tier One Incentives

These incentives are governed by regulations dictated by funding sources other than the County. To access the following incentives, refer to Appendix B for the appropriate contact agency and person.

- Ca1WORKs employer incentives/services
- Employee training/placement assistance
- State tax incentives pursuant to local Enterprise Zones
- Incentives pursuant to the Recycling Market Development Zone
- Incentives available from redevelopment areas in participating cities
- Other incentives available in participating cities
- Financing assistance through the Kern Microenterprise Opportunity Program
- Industrial Development Bond financing
- HUD Section 108 financing
- Public works grants for economic development projects
- Incentives and assistance from the small business development centers

Tier Two Incentives

Award of Tier Two incentives requires the business to meet eligibility criteria and enter into a contract with the County, which is approved by the Board of Supervisors. The application process and incentive award is administered by the County Administrative Office. Tier Two incentives include the following:

- Rebates based on Property Tax payments*
- Rebates based on Sales and Use Tax payments made to the County*
- Assistance in pursuing grant/loan funding from other public agencies
- Other forms of requested assistance as may be approved by the County

* Rebates are actually payments of amounts equivalent to property, sales and/or eligible use tax paid by the business, not rebates in fact.

ECONOMIC INCENTIVE ELIGIBILITY CRITERIA

The County will consider applications for Tier Two incentives from any non-retail business that plans to locate or expand within unincorporated Kern County, or within an incorporated Kern County city that has signed an incentive program cooperative agreement with the County; will generate an estimated net revenue to the County of at least \$10,000 per year for five years, or \$50,000 total over a five year period; and create at least 10 full-time equivalent permanent jobs with benefits, that are available to Kern County residents, at the proposed County business location for the same five year period.

Existing businesses within the County that plan to relocate within the County are eligible to apply for Tier Two incentives if the relocation also includes a business expansion sufficient to meet the net County revenue and employment test stated above.

Businesses planning to locate in leased space within an existing never occupied facility may submit a joint application with the owner of the facility. The County will evaluate the joint application for potential to share Tier Two incentives between the applicants according to their individual investments and commensurate benefit to the County.

Businesses that import hazardous materials or biosolids from outside the County for the purpose of recycling, disposal, land application, incineration, or sale are ineligible for County economic incentives.

ECONOMIC INCENTIVE AWARD AMOUNT AND PAYMENTS

The maximum potential economic incentive value is equal to the net revenue generated by the business to the County over the first five years of business activity, measured from the date of incentive agreement between the business and the County, or \$500,000, whichever is less. The process for determining the award amount is described below.

Economic incentives payments may be made after or in advance of receipt by the County of the specific taxes to be paid, subject to a recommendation by the County Administrative Officer and approval by the Board of Supervisors.

APPLICATION PROCESS AND CONFIDENTIALITY

The application for Tier Two Incentives is shown as Appendix C. Businesses that apply for Tier Two economic incentives must fully disclose the nature of their business, relevant business plans, site jurisdiction, detailed financial plans indicating the amount of investment, a description of any other government assistance requested or received for the proposed project, including but not limited to programs listed herein under "Tier One Incentives", and other relevant information so that the application can be fully evaluated. The information requested on the application allows the County to assess the project's eligibility, perform a cost/benefit analysis of the proposed project, and evaluate the proposed project based on the County's incentive award amount criteria.

Information in addition to that submitted on the application may be requested. Applications should be received by the County Administrative Office as soon as possible during the business' planning phase. All information provided by the applicant shall be treated confidentially to the extent permitted by State law. When the economic incentive is awarded by the Board of Supervisors, the core business data required to demonstrate eligibility will be included in the public report to the Board of Supervisors. The required incentive agreement will also be available for public review.

The application and award process is as follows:

1. The application is submitted to the County Administrative Office.
2. A determination of eligibility is made by the County Administrative Officer.
3. A cost/benefit analysis is performed to determine the maximum amount of incentives that the applicant could potentially receive.
4. The Incentive Evaluation Committee rates the applicant based upon the evaluation criteria listed in Appendix E.
5. The Incentive Evaluation Committee recommends what percent of the maximum potential amount of the incentives the applicant should receive, and the form of incentive, to the County Administrative Officer based on the results of the evaluation criteria rating.
6. The County Administrative Officer recommends an economic incentive award amount and type to the Board of Supervisors for their review and action.
7. The Board of Supervisors approves the award amount and executes a contract with the applicant which defines the terms and conditions of the award.
8. Project construction may commence.

COST/BENEFIT ANALYSIS

A cost/benefit analysis will be performed by the County for each proposal. The analysis serves two primary purposes: 1) to determine if the business' proposed location or expansion project

meets the basic Program eligibility requirements related to net revenue to the County; and 2) to provide information necessary for the County's Incentive Evaluation Committee to formulate its recommendation for the actual incentive amount, based on the net County revenue to be generated by the business and the Committee's assessment of the project's conformance with the County's incentive award amount criteria.

Net County Revenue

For the purposes of this Program, the County defines "Net County Revenue" as the sum of estimated new property tax, sales tax, and in some cases use taxes, to be generated by the business location or expansion and deposited in the County General Fund, during the first five years of business operation, less the estimated fiscal impact of the proposed business on the County Fire, Sheriff's, and Road Departments during the same period. The computations are shown at Appendix D.

Property Tax Revenue: To ensure that the estimated revenue constitutes new revenue to the County, the County share of the pre-project property taxes paid on the property will be subtracted from the post-project property tax estimate.

Sales and Use Tax Revenue: Sales tax revenue to be included as part of Net County Revenue includes only sales tax proceeds which are actually deposited into the County's General Fund due to purchases of building supplies and equipment made in unincorporated Kern County for supplies and equipment to be used exclusively at the site of the subject business, or related to incidental retail sales made by the business on site (i.e. gift shop sales at an eligible manufacturing or distribution business).

Pursuant to State Revenue Code Section 7051.3, businesses that will purchase at least \$500,000 in equipment for installation at a site within the County may apply for a Use Tax Direct Payment Permit from the California State Franchise Tax Board. This permit allows the business or its designated out-of-State suppliers to pay the use tax on their purchase directly to the California Franchise Tax Board. In these cases, the County's share of the use tax is deposited by the Franchise Tax Board directly with the County and the use tax realized by the County's General Fund may be used in the Net County Revenue calculation. Only Use Tax paid subject to this provision of State law is eligible to be counted as part of "Net County Revenue" pursuant to this program.

Projects in Incorporated Areas: For projects to be located within cooperating incorporated Kern County cities, the calculation of Net County Revenue includes only those portions of tax payments which accrue to the County general fund.

INCENTIVE AWARD AMOUNT EVALUATION CRITERIA

The cost/benefit analysis establishes a maximum potential incentive amount for each eligible business applicant. Subsequent to completion of this analysis, the Incentive Evaluation Committee will rate the proposal against the Incentive Award Amount Criteria described in Appendix E. Evaluation pursuant to the Incentive Award Amount Criteria

ensures use of limited County resources for attraction/expansion of businesses which most significantly address the needs of the County, its workforce, and economy. The Committee will use this rating procedure to develop a recommended incentive amount, as a percentage of the maximum allowable. This recommendation will be considered by the County Administrative Officer when formulating his recommendation to the Board of Supervisors for a specific incentive amount.

CONTRACTUAL REQUIREMENTS

Tier Two economic incentives are subject to terms and conditions of an agreement between the County and the applicant business. The agreement will detail the nature and amount of the incentive, conditions under which the incentive will be paid, the manner and schedule of payment, and provisions to ensure performance by the parties.

The Incentive Agreement between the County and the applicant business must be executed prior to start of construction. Should a conflict arise regarding the construction start date, the County Administrative Officer's determination is final.

CONTACT INFORMATION FOR ECONOMIC INCENTIVES

Information:

Kern Economic Development Corporation
Attn: Richard Chapman, President and CEO
2700 "M" Street, Suite 200
Bakersfield, CA 93301
Phone: (661) 862-5150
e-mail: chapmanr@kedc.com

Information and application materials:

County Administrative Office
Attn: Teresa Hitchcock
1115 Truxtun Avenue, 5th Floor
Bakersfield, CA 93301
Phone: (661) 868-3161
e-mail: hitchcockt@co.kern.ca.us

INDUSTRY CLUSTER GROUPS

The County's Economic Development Strategy specifies targeted business clusters and specific business types included within each cluster. The following pages list the Targeted Industry Clusters that are used by the County's Incentive Evaluation Committee during its review.

The list is not intended to be exclusive with respect to eligibility for incentives, but will serve to emphasize those businesses which will be recognized as meeting the County's goal of developing identified business clusters.

The list may be amended from time to time by the Board of Supervisors to recognize changes in the County's economy or opportunities to pursue additional or different cluster groups. On September 28, 2010, the Board of Supervisors adopted the "County of Kern, Economic Development Strategy Update." The following list identifies the newly adopted Targeted Industry Clusters.

Targeted Industry Clusters

NAICS

Description

Value-Added Agriculture

111	Crop Production
1121	Cattle Ranching and Farming
1123	Poultry and Egg Production
1124	Sheep and Goat Farming
1125	Animal Aquaculture
1129	Other Animal Production
1151	Support Activities for Crop Production
1152	Support Activities for Animal Production
311	Food Manufacturing
312	Beverage and Tobacco Product Manufacturing
33311	Agricultural Implement Manufacturing
333294	Food Product Machinery Manufacturing
42491	Farm Supplies Merchant Wholesalers

Energy and Natural Resources

211	Oil and Gas Extraction
213	Support Activities for Mining
2211	Electric Power Generation, Transmission and Distribution
2212	Natural Gas Distribution
237	Heavy and Civil Engineering Construction
324	Petroleum and Coal Products Manufacturing
325	Chemical Manufacturing
326	Plastics and Rubber Products Manufacturing
237130	Alternative Energy (e.g., geothermal, ocean wave, solar, wind) structure construction
33391	Pump and Compressor Manufacturing
33313	Mining and Oil and Gas Field Machinery Manufacturing

Transportation, Logistics & Warehousing

4235	Metal and Mineral (except Petroleum) Merchant Wholesalers
4238	Machinery, Equipment, and Supplies Merchant Wholesalers
42448	Fresh Fruit and Vegetable Merchant Wholesalers
42449	Other Grocery and Related Products Merchant Wholesalers
4245	Farm Product Raw Material Merchant Wholesalers
4246	Chemical and Allied Products Merchant Wholesalers
4247	Petroleum and Petroleum Products Merchant Wholesalers
481	Air Transportation

484	Truck Transportation
485	Transit and Ground Passenger Transportation
486	Pipeline Transportation of Crude Oil, Natural Gas, Refined Petroleum Products, and other Commodities
488	Support Activities for Transportation
492	Couriers and Messengers
493	Warehousing and Storage
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance

Aerospace and Defense

3364	Aerospace Product and Parts Manufacturing
332813	Electroplating, anodizing, and coloring metal
332999	Miscellaneous fabricated metal product manufacturing
33422	Radio and Television Broadcast and Wireless Communication Equipments
334511	Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System Equipment

Tourism, Recreation and Entertainment

512	Motion Picture and Sound Recording Industries
71	Arts, Entertainment, and Recreation
72	Accommodation and Food Services

Health Services and Medical Technologies

334510	Electromedical Apparatus Manufacturing
334516	Analytical Laboratory Instrument Manufacturing
334519	Other Measuring and controlling Device Manufacturing
3391	Medical Equipment and Supplies Manufacturing
621	Ambulatory Health Care Services
622	Hospitals
623	Nursing and Residential Care Facilities

Contacts for Tier One Incentives

1. General Information Regarding all Tier One Incentives

Kern Economic Development Corporation
Attn: Richard Chapman, President and CEO
2700 "M" Street, Suite 200
Bakersfield, CA 93301
Phone: (661) 862-5150
Fax: (661) 862-5151
e-mail: chapmanr@kedc.com
web page: www.kedc.com

2. California Work Opportunity and Responsibility to Kids (CaIWORKs) Program Incentives

Kern County Department of Human Services
Attn: CaIWORKs' Development Director
100 East California Ave.
Bakersfield, CA 93307
Phone: (661) 631-6318
Fax: (661) 631-6631

3. Employee Training/Placement Assistance

Employers' Training Resource
Attn: Verna Lewis, Director
2001-28th Street
Bakersfield, CA 93301
Phone: (661) 336-6849
Fax: (661) 336-6858
e-mail: vernal@co.kern.ca.us

4. State Tax Incentives pursuant to local Enterprise Zones

City of Arvin

Attn: Mike Kunz
200 Campus Drive
P.O. Box 548
Arvin, CA 93203
Phone: (661) 854-6183
Fax: (661) 854-2969
email: mkunz@arvin.org

City of Delano

Community Development Department
Attn: Maribel Reyna, Economic Development Manager
1015-11th Avenue
P.O. Box 939
Delano, CA 93216-0939
Phone: (661) 720-2222
Fax: (661) 725-1739
e-mail: mreyna@delano-ca.org

City of Shafter

Community and Economic Development
Attn: Brent Green, Business and Economic Development Director
336 Pacific Avenue
Shafter, CA 93263
Phone: (661) 746-5000
Fax: (661) 746-0607
e-mail: bgreen@shafter.com

5. Recycling Market Development Zone

County of Kern

Waste Management Department
Attn: Aurora Rush, Special Projects Manager
2700 "M" Street, Suite 500
Bakersfield, CA 93301
Phone: (661) 862-8980
Fax: (661) 862-8977
e-mail: aurorar@co.kern.ca.us

6. Economic Development and Redevelopment Incentives and access to Business Financing Programs in Kern Incorporated Cities

Arvin

City Hall
Attn.: Alan Christensen, City Manager
200 Campus Drive
Arvin, CA 93203
Phone: (661) 854-3134
Fax: (661) 854-0817
e-mail: alanc@arvin.org

Bakersfield

Economic and Community Development Department
Attn: Donna Kunz, Director
900 Truxtun Avenue, Suite 201
Bakersfield, CA 93301
Phone: (661) 326-3765
Fax: (661) 328-1548
e-mail: www.ci.bakersfield.ca.us
Web site: www.ci.bakersfield.ca.us/cityservices/index.htm#edcd

California City

Economic Development Corporation
Attn: Jim Quiggle
8001 California City Blvd.
California City, CA 93505
Phone: (760) 373-2007
Fax: (760) 373-1414
e-mail: californiacityedc@verizon.net
Web site: www.californiacityedc.org

Delano

Abdel Salem, City Manager
1015-11th Avenue
Delano, CA 93215
Phone: (661) 721-3303
Fax: (661) 721-3312
e-mail: salema@delano-ca.org

Maricopa

Attn: Robert Wilburn, City Administrator
400 California Street
P. O. Box 550
Maricopa, CA 93252-0550
Phone: (661) 769-8279
Fax: (661) 769-8130

McFarland

City Hall
Attn: Robert Wilburn, Interim City Administrator
401 West Kern Street
McFarland, CA 93250
Phone: (661) 792-3091
Fax: (661) 792-3093
email: mcfarlandcity@yahoo.com

Ridgecrest

Economic Development
Attn: Gary Parsons, Community and Economic Development Director
100 West California Avenue
Ridgecrest, CA 93555
Phone: (760) 499-5061
Fax: (760) 499-1580
e-mail: gparsons@ci.ridgecrest.ca.us

Shafter

Planning Department – Zoning
Attn: Brent Green, Business and Economic Development Director
336 Pacific Avenue
Shafter, CA 93263
Phone: (661) 746-2065
Fax: (661) 746-9125
e-mail: bgreen@shafter.com

Taft

City Hall
Attn: Robert Gorson, Jr., City Manager
209 East Kern Street
Taft, CA 93268
Phone: (661) 763-1222
Fax: (661) 765-2480
e-mail: rgorson@cityoftaft.org

Tehachapi

City Hall

Attn: David James, Director of Planning and Economic Development

115 S. Robinson

Tehachapi, CA 93561

Phone: (661) 822-2200

Fax: (661) 822-8532

e-mail: djames@tehachapicityhall.com**Wasco**

Planning and Community Development

Attn: Danny Brown, Economic Development Director

746-8th Street

Wasco, CA 93280

Phone: (661) 758-7210

Fax: (661) 758-5411

e-mail: dabrown@ci.wasco.ca.us**7. Financing Assistance pursuant to:****County's Kern Microenterprise Opportunity Program****County of Kern Industrial Development Authority****HUD Section 108 Loan Program****Public Works Grants for Economic Development**

County of Kern

Planning and Community Department

Attn: Paul Sippel, Economic Development Program Manager

2700 "M" Street, Suite 250

Bakersfield, CA 93301

Phone: (661) 862-5029

Fax: (661) 862-5052

e-mail: paul@co.kern.ca.us**8. Small Business Incentives and Assistance**

Business Assistance Center at Kern Community College District

2100 Chester Avenue, 1st Floor

Bakersfield, CA 93301

Phone: (661) 336-5010

Fax: (661) 395-4134

e-mail: contact@weill-bac.com

Valley Small Business Development Corporation
Attn: Debbie Raven, President/CEO
7035 N. Fruit
Fresno, CA 93711
Phone: (559) 438-9680
Fax: (559) 438-9690
e-mail: loans@vsbdc.com

Mid State Development Corporation
Attn: Keith Brice, President
5555 California Ave., Suite 105
Bakersfield, CA 93309
Phone: (661) 322-4241
Fax: (661) 332-0536
e-mail: officemanager@msdc.org

**County of Kern
Economic Development Incentive Program
Application for Tier Two Incentives**

The County of Kern is pleased you have chosen our County to locate/expand your business. This document specifies the information the County will require to assist you in your request for economic incentives offered pursuant to the County's Economic Incentive Program.

Your application should be submitted as early as possible during your business planning process. Application review and approval of an incentive agreement by the County Board of Supervisors must be complete prior to start of project construction.

INFORMATION TO BE SUBMITTED

Contact Information-

1. Business name and legal status
2. Name, title, address, telephone numbers, e-mail address of principal business contact during the application process

Physical Project/Site Information (to the extent known at time of application)

1. Site location, including address (if assigned), and all current assessor parcel numbers

If business is to be located within an existing building/facility, specify the date it was built, contact information for the current owner and specify whether the proposed business plans to buy or lease the building.

2. A project description and site plan locating all existing and planned buildings and facilities, ingress, egress and on-site circulation patterns (auto, truck and other, as appropriate). If improvements are to be phased over time said phasing must be indicated on the plan.
3. A list of all public infrastructure required by the County to be constructed as part of the development
4. A list of all capital equipment to be installed on site
5. Provide a statement of consistency/inconsistency of the proposed and use with the County's or applicable city's existing General Plan and Zoning Ordinance.

Nature of the Proposed Business

1. Identify the type of business to be conducted, and provide a description of the products or goods to be manufactured (as applicable) and the business four digit NAICS code.
2. Provide information regarding the source and type of any raw or component products to be used on site. Are they to be purchased from within or from outside Kern County?
3. Provide information regarding the intended market of any products to be produced on-site or services to be sold from the proposed business. Will they be sold inside/outside the County?
4. Briefly describe any potential negative environmental impacts from the proposed business and how they will be mitigated.
5. Describe specifically why economic incentives are important to the decision to locate the proposed business in Kern County.
6. Submit a list of communities where similar facilities, especially those owned/operated by your company are currently doing business.
7. List any federal, state, city or other county government assistance and/or assistance listed as Tier 1 incentives herein, for which the applicant has applied , and the current status of that request.
8. Provide any additional information you would like the County to consider during its evaluation of your application.

Itemized Cost Estimates

1. Building and other real property improvements Lease rate (if applicable)
2. Capital Equipment
3. Public Infrastructure (County required and other, if any)
4. Sales and use tax to be paid during the first five years of operation which will accrue to the County's General Fund
5. Other information that you would like to the County to consider in the category

Employment

1. Number of new full time employees to be hired, and projected hiring schedule (specify number of employees who will/will not be hired from within the County).

2. Number of part time employees and projected hiring schedule (specify number of employees who will/will not be hired from within the County).
3. Specify wage rates and benefits to be paid all employees to be located on site.
4. Describe the businesses plans for employee development and training.
5. List specific skills you will be seeking from the County's labor force.

Please submit your completed application documents to:

Teresa Hitchcock
County of Kern Administrative Office
1115 Truxtun Avenue, 5th Floor
Bakersfield, CA 93301
Phone: (661) 868-3161
Fax: (661) 868-3190
[e-mail: hitchcockt@co.kern.ca.us](mailto:hitchcockt@co.kern.ca.us)

Calculation of Net County Revenue

Project Information

Project Name: Location: _____

Brief Project Description _____

Business Contact Information

Name: _____

Mailing Address: _____

Phone: _____ Cell: _____

e-mail: _____

Property Tax for Subject Site

- | | | |
|----|--|----------|
| 1. | Annual property tax for latest pre-project tax year | \$ _____ |
| 2. | Estimated value of proposed improvement
(Including the value of land if purchased
within one year of the date this application
for this project). | _____ |
| 3. | Estimated property tax after improvements (line 2 x 1%) | _____ |
| 4. | Estimated property tax to County general fund
(line 3 x County share factor for the Tax Rate Area (TRA)
in which the project is to be located). | _____ |
| 5. | Estimated County property tax residual after ERAF
(line 4 x 59.529%). | _____ |
| 6. | Gross estimate of County revenue from property tax
during first five years of operation ((line 5 x 5) – line 1
if appropriate). | \$ _____ |

Sales Tax Revenue (to be completed for businesses to be located in unincorporated area only).

- 7. Estimated value of capital equipment to be purchased in unincorporated area during the first five years of operation. \$ _____
- 8. Estimated value of other products for which sales tax will be paid to companies located within unincorporated area during the first five years of operation. _____
- 9. Sales tax to be generated to the County from purchases by the applicant during the first five years of operation. ((Line 7 + line 8) x 8.25% x 9.090%). _____
- 10. Sales tax to be paid to the County due to estimated sales tax to be collected by applicant on incidental retail sales, during the first five years of operation (taxable sales x 8.25% x 9.090%). _____
- 11. Total estimated sales tax to be received by the County during the first five years of operation (line 9 + line 10). \$ _____

Qualified Use Tax Revenue

- 12. Use tax to be paid directly to County pursuant to provisions of State Revenue Code 7051.3. \$ _____
- 13. Five Year Gross County Revenue (line 6 + line 11 + line 12) \$ _____

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Fire Service Costs

- 14. Estimated annual cost to provide fire service to subject property. This estimate shall be provided by the Fire Department after review of the business' proposed operation. A cost for fire service will only be included in this analysis if specific discrete costs will be incurred by the County for fire services to the applicant's development which are not otherwise covered by required improvements for mitigation of fire service impacts, or contributions to the County Fire Fund as part of the business' annual property tax payments. Such estimated costs will be provided, with relevant and complete documentation, to the County Administrative Office, by the Fire Department. \$ _____

Law Enforcement Costs

15. Estimated annual cost to provide law enforcement services to subject property. This estimate shall be provided by the Sheriff's Department after review of the business's proposed operation. A cost for law enforcement services will only be included in this analysis if specific discrete costs will be incurred for County for law enforcement services that are not otherwise provided for in the County's budget. Estimates of these costs will be supplied to the County Administrative Office by the Sheriff's Department. \$ _____

Costs Associated with Maintenance of County Roads

16. Estimated annual cost to provide road maintenance and related Service to subject property. This estimate shall be provided by the County Roads Department after review of the business's proposed operation. A cost for these services will only be included in this analysis if specific discrete costs will be incurred by the County for road maintenance or other transportation facility costs related directly to the proposed project and not otherwise provided for in the County's budget. Estimates of these costs will be provided to the County Administrative Office by the Road's Department. \$ _____
17. Five Year Costs to County General Revenue (line 14 + line 15 + line 16) \$ _____

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FIVE YEAR NET COUNTY GENERAL FUND REVENUE (Estimated) \$ _____
(Line 13 - line 17)

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Incentive Award Amount Evaluation Criteria

These criteria will be used by the County's Incentive Evaluation Committee in formulating a recommended incentive amount. Criteria #1 through 5 are rated on a scale of 1-10. The remaining criteria are rated on a scale of 1-5.

1. The proposed business is included within one of the County's targeted business clusters.
2. Number of new jobs to be created.
3. Extent to which jobs to be created will be consistent with the County's general employment and Ca1WORKs goals.
4. Extent to which the business will pay wages higher than the County's average wage rate and provide exceptional employee benefits.
5. Extent to which jobs are to be created in, or available to residents of a rural, low income area or area of high employment.
6. Degree to which the business will contribute to the County's strategy of economic diversification by introducing a cluster business or industry which is both desirable and currently under-represented in the County's economy.
7. Degree to which products manufactured or services provided are exported out of the County.
8. Degree to which required goods and services will be purchased by the prospective business from other Kern County businesses.
9. Degree to which a critical or very beneficial service or other business complement will be provided to the geographic area of proposed business location.
10. Degree to which the proposed project location is consistent with the existing County General Plan designation, land use zone classifications, and Agricultural Preserve status for the site.
11. Extent to which the business will not generate significant new air emissions and/or other negative environmental impacts.
12. The type of business, level of private investment, past record of the company, and other relevant factors indicate a low risk of failure to comply with the terms of a County/business incentive agreement.
13. Business plans to continually upgrade and invest in plant, equipment, technology and employee development.
14. Demonstrated record of successful business performance in other locations.

15. Extent to which the award of economic incentives is critical to the prospective business' decision to locate in the County. Businesses for which a Kern County location is of strategic importance (regardless of incentives offered) will not be rated highly pursuant to this criterion.
16. Extent to which the applicant has identified, and plans to address, employee child care needs for employees of the proposed business location.