

THE CALIFORNIA THAT **WORKS.**

Kern County's Tejon Ranch Commerce Center

A LOCATION THAT **WORKS**

A LABOR FORCE THAT **WORKS**

A LOGISTICS AND COST MODEL
THAT **WORKS**

A LOCAL GOVERNMENT THAT **WORKS**
WITH YOU, NOT AGAINST YOU



 KERN COUNTY



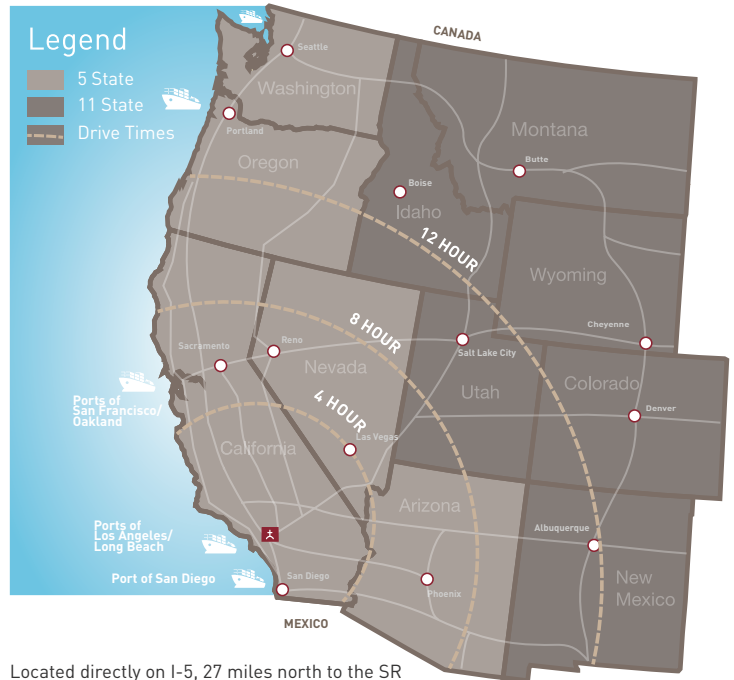
TejonCommerce.com

A Location that Works

The Tejon Ranch Commerce Center sits at the southern gateway to Kern County, an area of California already home to major distribution centers for IKEA, Famous Footwear, Dollar General, Caterpillar, Target, Sears, Nestle, Frito Lay, and many others. Sitting directly on Interstate 5, it is the area's best location, with fully-entitled land for development of up to 20 million square feet of new warehouse and industrial space.

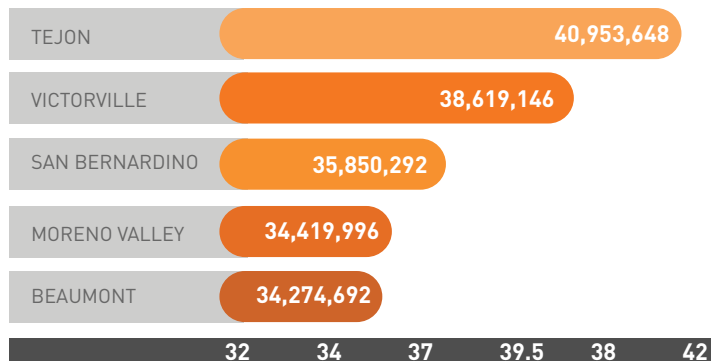
A Business Environment that Works

- Kern County government works with you, not against you. The pro-business environment enabled Caterpillar to build and open a 408k sq.ft. facility less than eight months from contract signing.
- Favorable business climate with a Rose Institute "Low Cost" of Doing Business Rating.
- Business incentives available for investment, hiring, training, and Foreign Trade Zones (FTZ).



Located directly on I-5, 27 miles north to the SR 58 expressway a major north-south truck corridor, including I-15 leading to Nevada & I-40. About a two-hour drive from the Ports of Los Angeles and Long Beach.

ACCESS TO MARKETS



A Logistics Model that Works

- Access to consumer markets of over 40 million people for next day delivery service, including Southern & Northern California, Reno & Las Vegas, NV & the outskirts of Phoenix, AZ.
- Access to 2.3 - 6.7 million more consumers than competing regions.



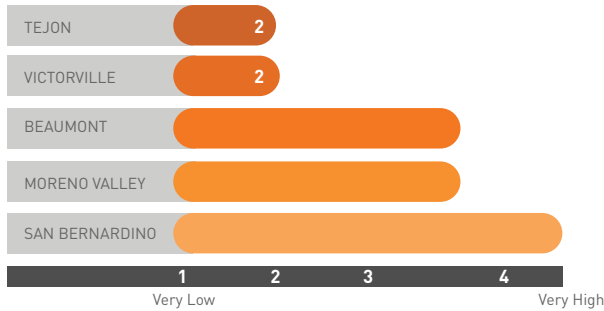
Labor that Works

- Access to a labor force population of more than 329,000 within 45 minutes drive, including the Bakersfield area.
- 2,500-4,000 people already employed at the Tejon Ranch Commerce Center.
- The majority of the labor force consists of high school graduates and above, including a significant proportion with college and post-secondary training.
- Lowest warehouse occupation wage rates among the regions analyzed.
- No unionized warehouse or distribution centers and low turnover rate.
- Local ag industry provides a quality “feeder” source for labor in addition to the typical labor-source channels.

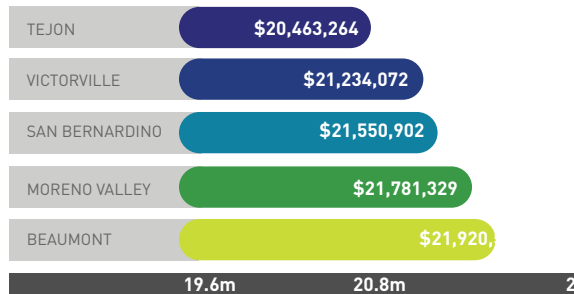


A Cost Model That Works

Cost of Doing Business



SHIPPING COSTS - 5 WESTERN STATES



World Class Logistics Consulting, Inc., 2016 Area Fact Book

Successful. Proven. Growing. Working.

IKEA “We are extremely happy with outbound efficiency, so much so that our Tejon location will be handling direct turnaround deliveries to our Southern California stores.”
–Pam Andrews, General Manager, IKEA

Famous Footwear “The Tejon Ranch Commerce Center is a great location. The land and labor is less expensive and there’s less congestion. It’s perfect for just-in-time deliveries.”
–Ken Gladwin, Shipping Supervisor, Famous Footwear

CATERPILLAR “With its excellent accessibility to major highways and airports, TRCC’s location will ensure the rapid delivery of Cat parts to dealers and customers.”
–Steve Larson, Vice President of Caterpillar Inc. Chairman and President of Cat Logistics

DOLLAR GENERAL “The Tejon Ranch distribution center is strategically located to serve our supply chain needs as we continue to expand westward. From its central location, our supply chain team can deliver goods to stores in northern and southern California in a day.”
–John Flanigan, Executive Vice President of Global Supply Chain, Dollar General

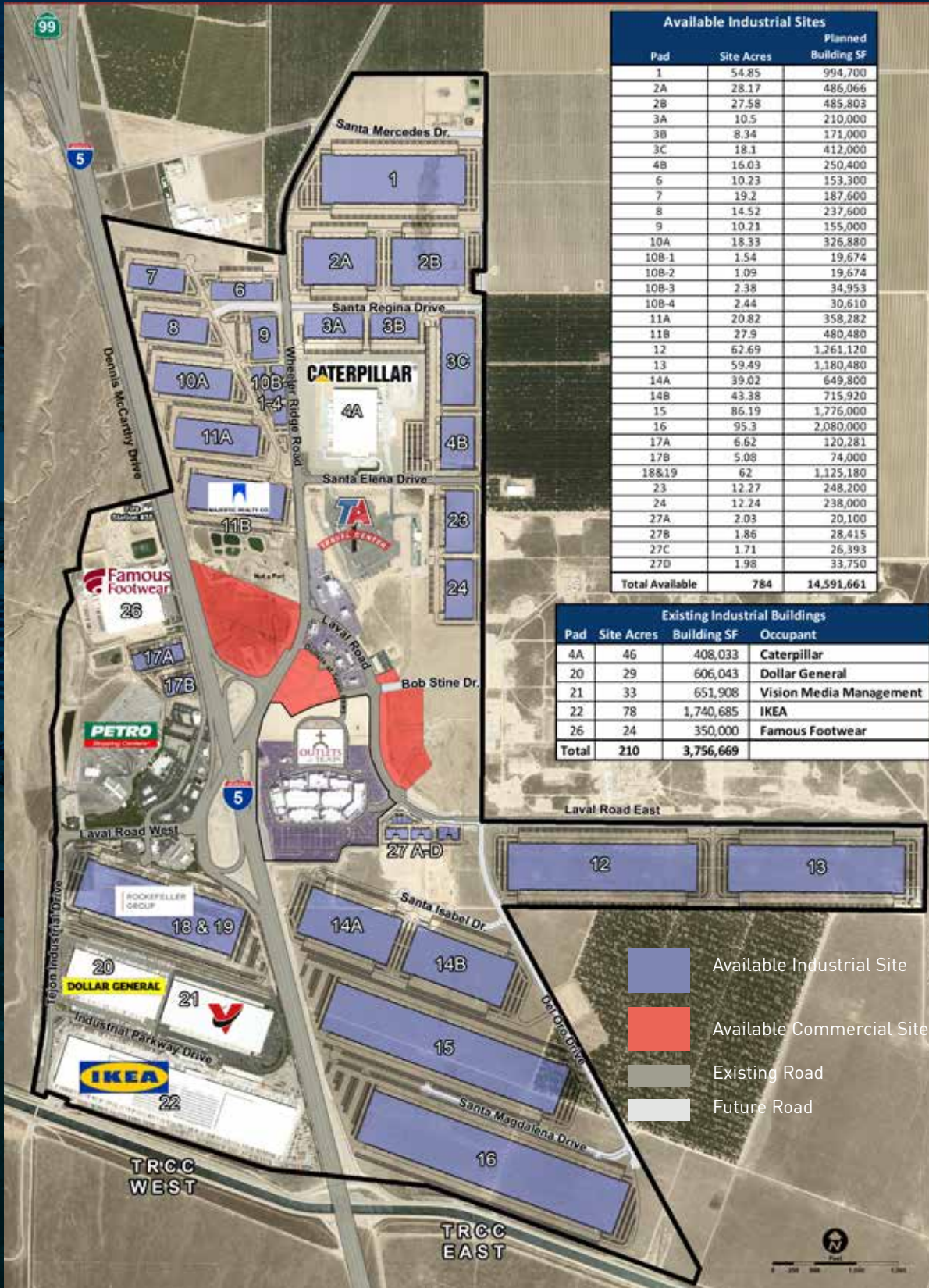
Lowest warehouse occupation wage rates among the regions analyzed

Lowest Shipping Costs 5 Western States

Lowest Shipping Costs 11 Western States

Suitable for successful **E-Commerce** Fulfillment Facility

A 1,450 acre master planned development with 784 acres of fully-entitled land immediately available. Purchase, lease or build-to-suit opportunities for land or buildings from 20,000 to 2,000,000 sq. ft.



Available Industrial Sites		
Pad	Site Acres	Planned Building SF
1	54.85	994,700
2A	28.17	486,066
2B	27.58	485,803
3A	10.5	210,000
3B	8.34	171,000
3C	18.1	412,000
4B	16.03	250,400
6	10.23	153,300
7	19.2	187,600
8	14.52	237,600
9	10.21	155,000
10A	18.33	326,880
10B-1	1.54	19,674
10B-2	1.09	19,674
10B-3	2.38	34,953
10B-4	2.44	30,610
11A	20.82	358,282
11B	27.9	480,480
12	62.69	1,261,120
13	59.49	1,180,480
14A	39.02	649,800
14B	43.38	715,920
15	86.19	1,776,000
16	95.3	2,080,000
17A	6.62	120,281
17B	5.08	74,000
18&19	62	1,125,180
23	12.27	248,200
24	12.24	238,000
27A	2.03	20,100
27B	1.86	28,415
27C	1.71	26,393
27D	1.98	33,750
Total Available	784	14,591,661

Existing Industrial Buildings			
Pad	Site Acres	Building SF	Occupant
4A	46	408,033	Caterpillar
20	29	606,043	Dollar General
21	33	651,908	Vision Media Management
22	78	1,740,685	IKEA
26	24	350,000	Famous Footwear
Total	210	3,756,669	

- Available Industrial Site
- Available Commercial Site
- Existing Road
- Future Road

Tejon Ranch
Commerce Center

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Please call for a
Site Selection Fact Book

Conceptual plan for preliminary planning purposes only. This plan is subject to change and the owner reserves the right to make design or layout changes at any time.