



Economic Development Services
Join Us On the Road to Success



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Driven to Succeed In California?
Turn Here





Why Southern California?

Forecast Calls for Clear Skies with a High Probability of Success

Why Southern California?

Our Transportation Network

The Southern California
Workforce

Southern California isn't just an ideal location, it's an ideal. No matter what your business needs to help it grow, it's here. The people, places, things, and thinking—whatever your business needs to succeed—are always close at hand.

It's a region rich with resources, with a world-class transportation network and the primary port of entry for U.S.-Pacific Rim trade.



California's Annual Gross State Product (GSP) is \$1.9 trillion—the nation's largest. (If California were a country, it would rank as the eighth largest economy in the world.)

More than 36.5 million consumers await your products and services in our state—23 million of them in Southern California alone. (Our electrical service territory and connections cover more than 50,000 square miles, 400-plus cities, and 14 counties.)



Southern California is on the leading edge of innovation and, most of all, innovation in business. So it's the perfect place for businesses to locate or grow, and for employees to live, work, play, and thrive.



Plus, we're here for you, helping you connect to everything you need, as well as various economic resources you may not even be aware of. Continue reading; let us take you on a tour of all that

Southern California has to offer you and your business.





Our Transportation Network

Waterways, Airways, Railways, Highways—So Many Ways to Succeed

Why Southern California?

Our Transportation Network

The Southern California
Workforce

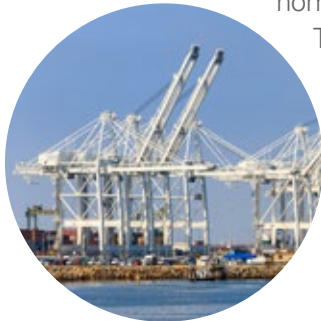
Heavy investment in transportation has helped create a seamless, connected network of planes, trains, ships, and trucking routes that allow goods and services to flow efficiently to local, national, and international markets. It has also helped Southern California earn its reputation as a world-class port of entry.

Intermodal Facilities

The technical term for such a powerful, interconnected web is “Intermodal Transportation.” The Southern California facilities (such as Los Angeles, Long Beach, Inland Empire, and Port Hueneme) comprise one of the few intermodal networks on the entire West Coast that includes all four major forms of transit.

Waterways

Southern California is proud to be the home of multiple deep-water ports. Together they make up the largest integrated container facility in America. And their strategic locations and capabilities make our area the premier gateway to the Pacific Rim.



Airways

Our region offers access through many local and international airports, such as Los Angeles (LAX), Ontario (ONT), Orange County (SNA), Burbank (BUR), Santa Barbara (SBA), Long Beach (LGB),



Bakersfield (BFL), and Palm Springs (PSP). For companies like yours, that means easy access for your people and goods, while making the whole world feel local.

Railways

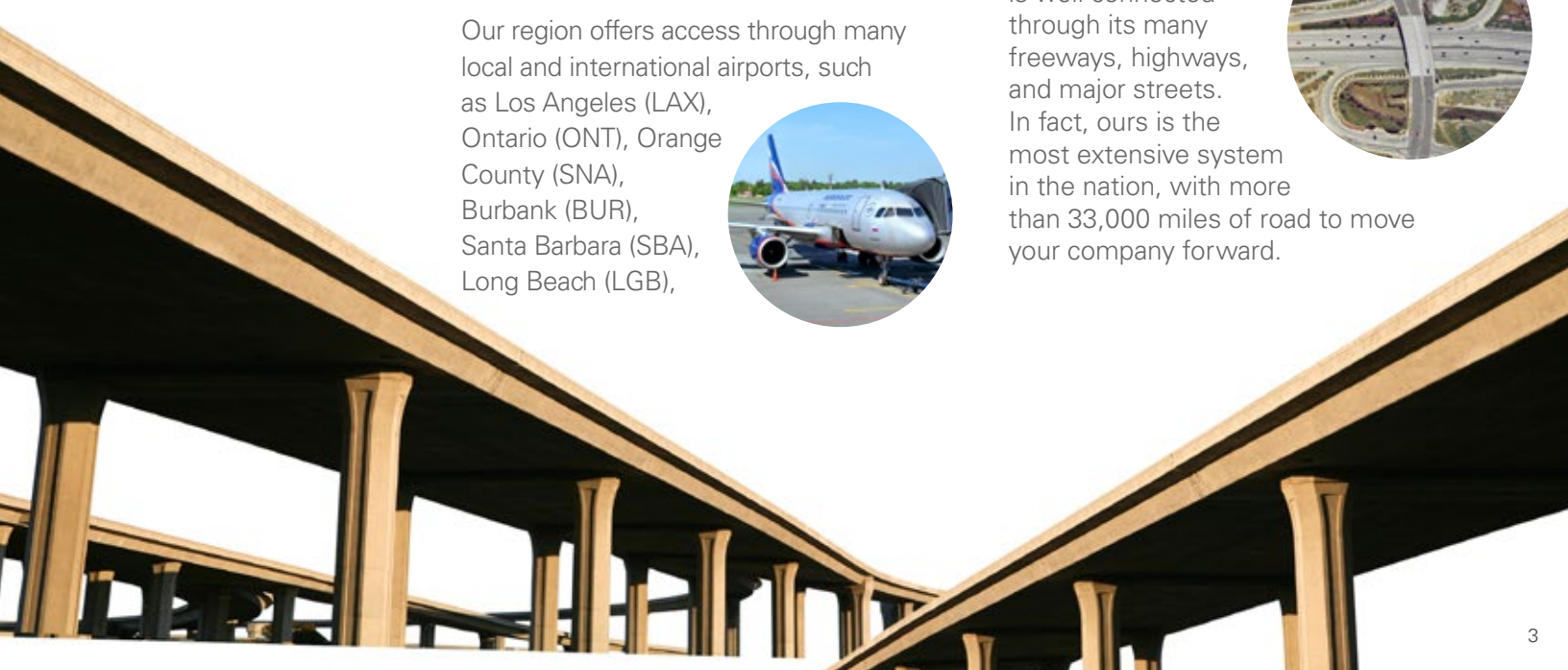
Five major freight corridors, two major railroads, and four short lines connect our region with rail service.



Transport corridors are the backbone of transportation networks, linking major centers and moving freight and passengers. Their intersection is an established catalyst for economic development.

Highways

Southern California is well-connected through its many freeways, highways, and major streets. In fact, ours is the most extensive system in the nation, with more than 33,000 miles of road to move your company forward.





The Southern California Workforce

A Large Talent Pool of Motivated and Highly Educated Workers

Why Southern California?

Our Transportation Network

The Southern California Workforce

Educated Workforce

California leads America in number of colleges and number of bachelor's degrees awarded. Education, business, and government work hand-in-glove to develop varying degrees of on-the-job training, for a wide range of skills and industries.

Employment Services and Financial Incentives

Our state's Employment Development Department (EDD) and regional Workforce Development Boards offer a variety of training resources, many of which are subsidized. Many companies are surprised to learn the value of the myriad financial incentives available at the local, state, and federal levels.

Employment Training Panel

California's Employment Training Panel (ETP) was created in 1983. It was designed to provide skilled workers to meet the needs of employers. This employer-supported training helps train new workers and retrain existing workers to help businesses stay competitive. In general, your company would be eligible to apply provided you are paying into the state's Employment Training Panel fund (ETP) and:

- are hiring and training unemployed workers who are receiving Unemployment Insurance (UI) benefits; and/or
- face out-of-state competition and need to retrain current employees; and/or
- need to stay current with advanced technologies and quality certifications; and/or
- have special, unique training programs in all Special Employment Training (SET) categories





Helping You Navigate All That
California Has to Offer





Introducing Team EDS

Your Guide to Success In Southern California

Introducing Team EDS

Services We Provide

Free, One-On-One, Specialized Consulting

This is how SCE's Economic Development Services (EDS) team helps your business gain the edge you're looking for.

First, we listen, utilizing our extensive experience to assess your unique business needs. EDS consultants have specialized areas of expertise to help you with industry-specific issues in such diverse areas as Aerospace, Plastics, Metals, Textiles, Data Centers, Green Tech, Distribution & Logistics, etc.



Next, we'll work with our key strategic partners to develop a package of targeted incentives, tools, and programs to help reduce your operating costs and make your business more competitive.

Looking to expand your business? Current lease expiring? Planning a move to Southern California? Thinking about leaving California? Talk to us first. You'll be surprised to learn how much our EDS team can help with your business goals.

"We are proud to call Southern California Edison a longtime partner in our economic development efforts. SCE has worked effectively alongside our organization on a number of job attraction and retention strategies to ensure that businesses in the region have the tools and resources they need to grow and thrive."

— Bill Allen, CEO
L.A. County Economic
Development Corporation

Team EDS Is Just One
Phone Call Or Email Away

✉ Email
EconomicDevelopment@sce.com

☎ Call
1-800-990-7788





Services We Provide

Realize Your Company's Financial Goals

EDS increases your company's competitiveness by aligning the available tools and resources of our federal, state, and local partners. Once your company is aware of all that's available, you can then make more informed business decisions.

Introducing Team EDS

Services We Provide

- Economic Development Rate (EDR)
- Local, State, and Federal Tax and Tax Incentive Information and Assistance
- State and Federal Tax Credit Availability and Applicability
- Customized Training Programs
- Business Advocacy Permit and Regulatory Approval Assistance from Local, County, and State Agencies
- Site Selection Assistance
- Lean Manufacturing Guidance
- Access to Capital, Financial Programs, and Incentives





We'll Help Measure Your Success





Our Economic Impact Analysis Tool

An Instrument Panel for Gauging Your Economic Impact

Economic Impact Analysis Tool

Currently located in Southern California? Planning to locate here or expand your operations to our region? Our Economic Impact Analysis (ECIA) model is an easy-to-use tool that can give you a good approximation of the economic and fiscal impacts of those decisions, at the city, county, and state level.

For a comprehensive report like the one below, contact Economic Development Services.

Note: We always treat your information with the highest security, so don't worry, your inputs are confidential and your information is never retained.

Input your personal data here

Model incorporates up-to-date fee structures for all cities and counties in the SCE territory

The screenshot displays the 'Economic Impact Analysis Model' interface. On the left, there are input fields for: 1. Project/Company Name, 2. Street Address of Company, 3. Company Industry, 4. County, 5. Business Tax Category, 6. Number of jobs created/retained, and 7. Estimated Annual Payroll (optional). A 'Proceed' button is at the bottom. On the right, the 'SCE Model' output is shown, including a table for 'State of California' and 'Los Angeles County' with columns for Direct, Indirect, and Induced Revenues, and Total Revenues. A third table for 'Los Angeles' is partially visible at the bottom.

Calculates revenues the city, county and State receive from the impact of your business.



Your Bridge to a World of Powerful Resources





Gain Access to Resources

California Resources Up Ahead—Proceed with Confidence

Whether you're starting a new company or working to grow your current business, our team is dedicated to connecting you with California's valuable resources. By tapping into them, your company will be able to make smarter, more successful business decisions.

Gain Access to Resources

Regional Economic
Development Teams

For a list of specific
resources available, visit
on.sce.com/edsresources

- **State, County, and Regional Partners**

The collective strength of our partnerships is one key to success for our business customers. Call us to discover just a few of the state, county, and regional partners we work with to help you succeed.

- **Small Business Resources**

Small, local businesses are vital to the economic health of our communities. These resources can help you start, grow, finance, or expand a business within Southern California.

- **Industrial Resources**

Industrial and manufacturing business sectors play a major part in Southern California's continued growth and economic success. Contact us to learn about the value-added services targeting these sectors.

- **Location Incentives**

Searching for a new location for your business? We have partners at the city, county, and state level to help you find the best location. We will work with you to provide information concerning your power requirements.

- **Energy-Saving Solutions**

We're proud to offer a comprehensive portfolio to help your business manage energy costs. Whether it's energy efficiency, demand response, new construction, or educational workshops and classes, we have incentives and programs that work hard for your business.

- **Incubation**

We love the energy entrepreneurial companies bring to Southern California. So we've worked hard to bring together relationships and resources that inspire business creativity and innovation.

- **Innovative Technology**

Innovative technology creates new businesses and transforms existing ones. We are networked with organizations that provide innovation resources, contacts, and information to help you build your new business or guide your current company toward success.





Gain Access to Resources

Regional Economic Development Teams

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resources available, visit
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Regional Economic Development Teams

Our Regional Economic Development (RED) Teams Can Help Your Company See More Green

RED Teams represent all public and private partners with resources and connections to help businesses resolve issues and create opportunities to improve profitability. This valuable knowledge means they can help enroll your business in programs and offer incentives that you may not be aware of. RED Teams actively develop collaborative relationships with local stakeholders and senior decision makers from both the public and private sectors. These contacts and partnerships are then able to help identify the resources most relevant to your company's growth and overcome detours to success.

Knowledge is power. By aligning the available tools and resources from federal, state, and local partners, we help you make better-informed business decisions.

Collaborative Partnerships

Our RED Teams can help your business with the following:

- Industrial building and site database
- Location consulting
- Location incentives and tax credits
- Technology transfer (developing practical applications from scientific research)
- Permit and regulatory streamlining
- Infrastructure financing district information
- Customized workforce training
- Business advocate assistance from local, county, and state agencies
- Other utilities

Our State Partners Can Help In Many Important Areas:

- Economic development incentives
- Film and television incentives
- Manufacturing incentives
- Workforce programs
- Permit assistance

Our Local Partners

As the saying goes, "All politics are local." So is all business. Contact us to learn about our many local partners ready and willing to assist in your success.





Make the Next California Success Story Your Own





The Huy Fong Foods Story

EDS Helped This Growing Company Get Even Hotter

The Huy Fong Foods Story

Huy Fong Foods is a food manufacturer known around the world for its deliciously spicy Sriracha Hot Chili Sauce. This chili phenomenon began in 1980 in a 5,000 sq. ft building in Los Angeles's Chinatown. By 1986, the company had expanded to a 68,000 sq. ft. facility in Rosemead, California; by 1996, a 170,000 sq. ft. building; and by 2010, founder David Tran broke ground on a 650,000 sq. ft. headquarters in Irwindale, California. However, in 2013, permitting problems threatened to put the brakes on the company's ability to do business in California and it was considering relocating to another state.

We worked with Huy Fong Foods to develop an Economic Impact Analysis report that showed the value of keeping the company in our state. This targeted analysis provided a forecast in terms of job growth, tax revenue, and economic impact at the city, county, and state level and was presented to the city, illustrating the company's vibrant economic output. Their SCE account manager also provided a detailed rate analysis to Huy Fong Foods, showing the company multiple energy rate options.

We were one of many partners working together with Huy Fong Foods to keep its business here in California. The company was able to supply the city with the Economic Impact Analysis and work closely with city officials to resolve the permitting challenges. We're proud to say we helped the company retain more than 150 jobs.

We also supplied a detailed rate analysis that helped Huy Fong Foods identify a Demand Response program, a new Time-Of-Use Base Interruptible Program rate, estimated to provide an annual savings of more than \$100,000.

Consider this food for thought. Now how can we help your company thrive and grow in Southern California?

"We thought Edison only worked with electricity and were not aware of the other services available from their Economic Development Department."

— Donna Lam
Executive Operations Officer
Huy Fong Foods, Irwindale, CA





One Phone Call Puts You On the Road to Success





When to Call Us

When to Call Us

We Can Help Keep Your Business In California

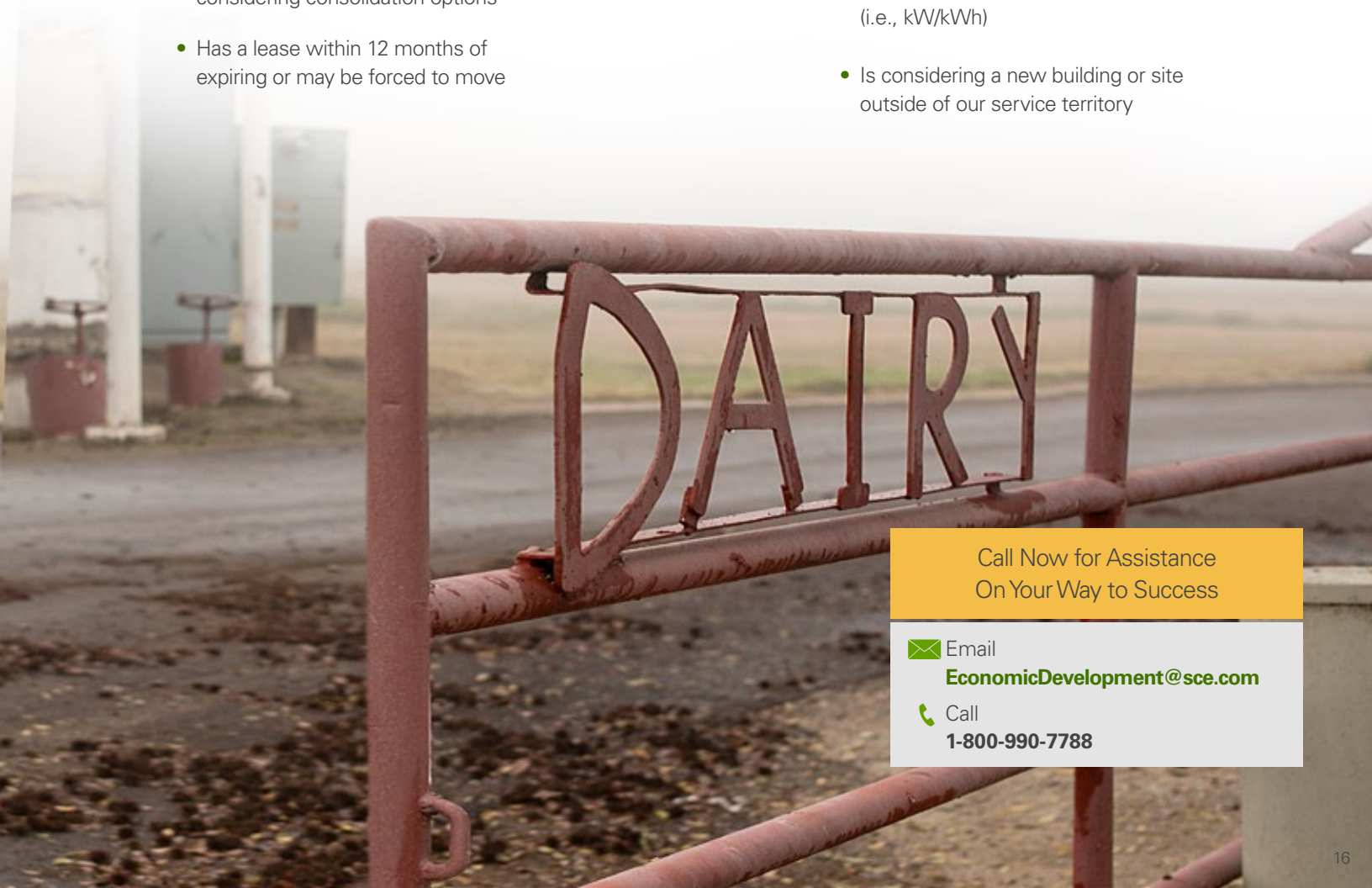
If Your Company:

- Has concerns about the high cost of doing business in California
- Is considering relocating out of state or out of our territory
- Plans to downsize
- Has been or may be acquired or is considering consolidation options
- Has a lease within 12 months of expiring or may be forced to move



We Can Help You Expand Your Business In California

If Your Company:

- Is running out of space
- Has obtained new contracts
- Needs to purchase new equipment
- Is looking to hire
- Has increased energy requirements (i.e., kW/kWh)
- Is considering a new building or site outside of our service territory



Call Now for Assistance
On Your Way to Success

-  Email
EconomicDevelopment@sce.com
-  Call
1-800-990-7788

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