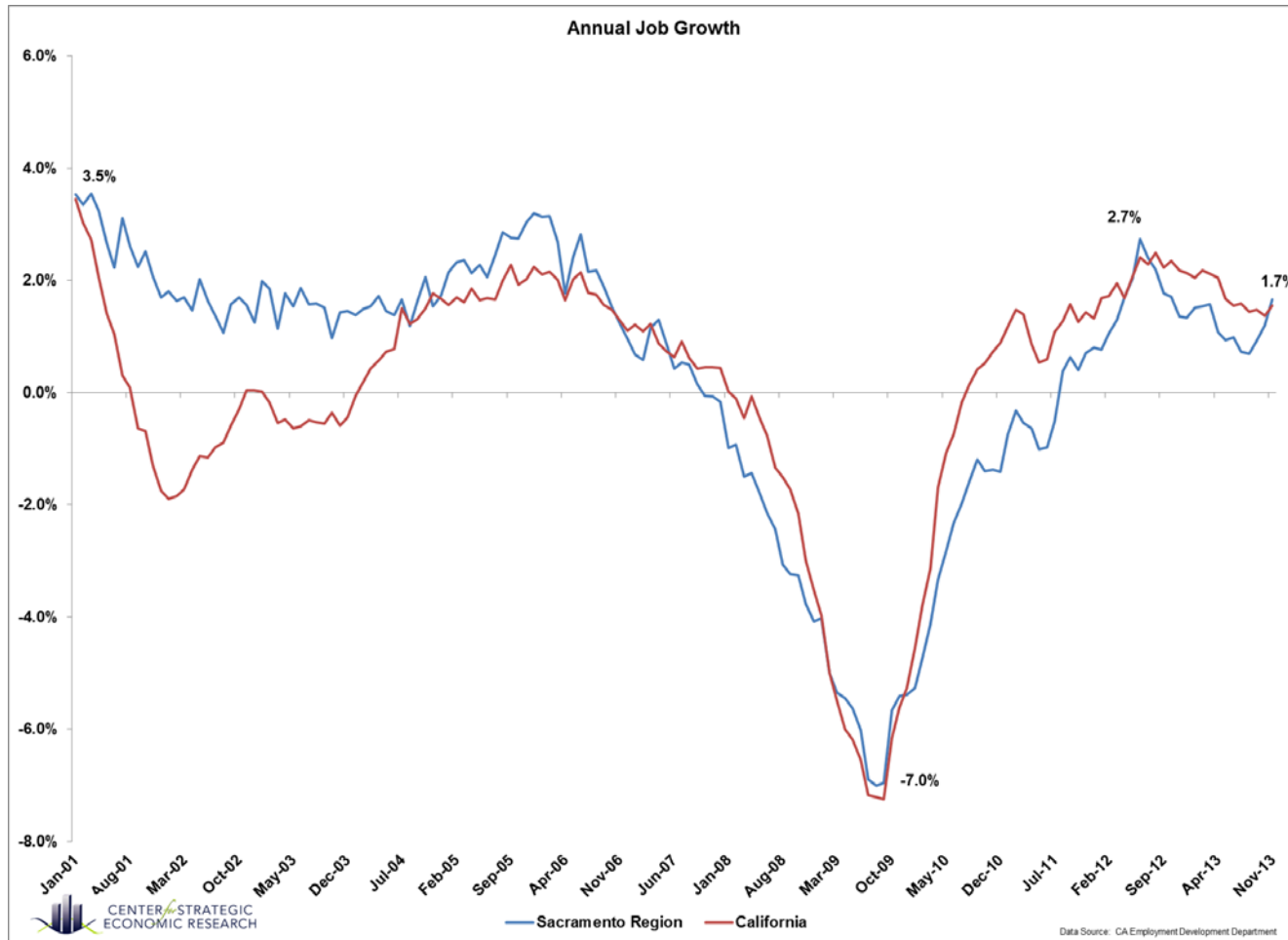


# *Opportunity* **REALIZED**

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Advancing the Next Economy

# Job Growth Trends



# Next Economy Vision

Within five years, the Sacramento Region will be widely regarded as a:

Sought-after place for business growth, investment, and entrepreneurship

Desirable place for quality workforce and young professionals to live, study, work, play, and contribute

Diverse economy renowned for its core business clusters and driven in large part by export activity

# Plan Structure

1. Innovative environment
2. Global market transactions
3. Core business clusters
4. Talent base
5. Regional business climate



# *Opportunity* **REALIZED**

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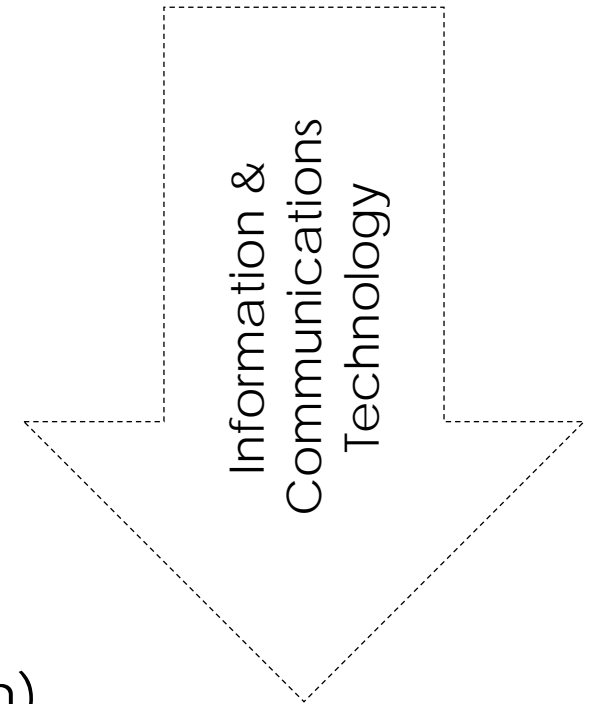
Advancing the Next Economy

# Pillars of Strategic Plan

1. Accelerate Business Attraction and Expansion Results
2. Communicate the Sacramento Region's Unique Positioning
3. Utilize Strategic Research as a Tool
4. Increase Foreign Direct Investment

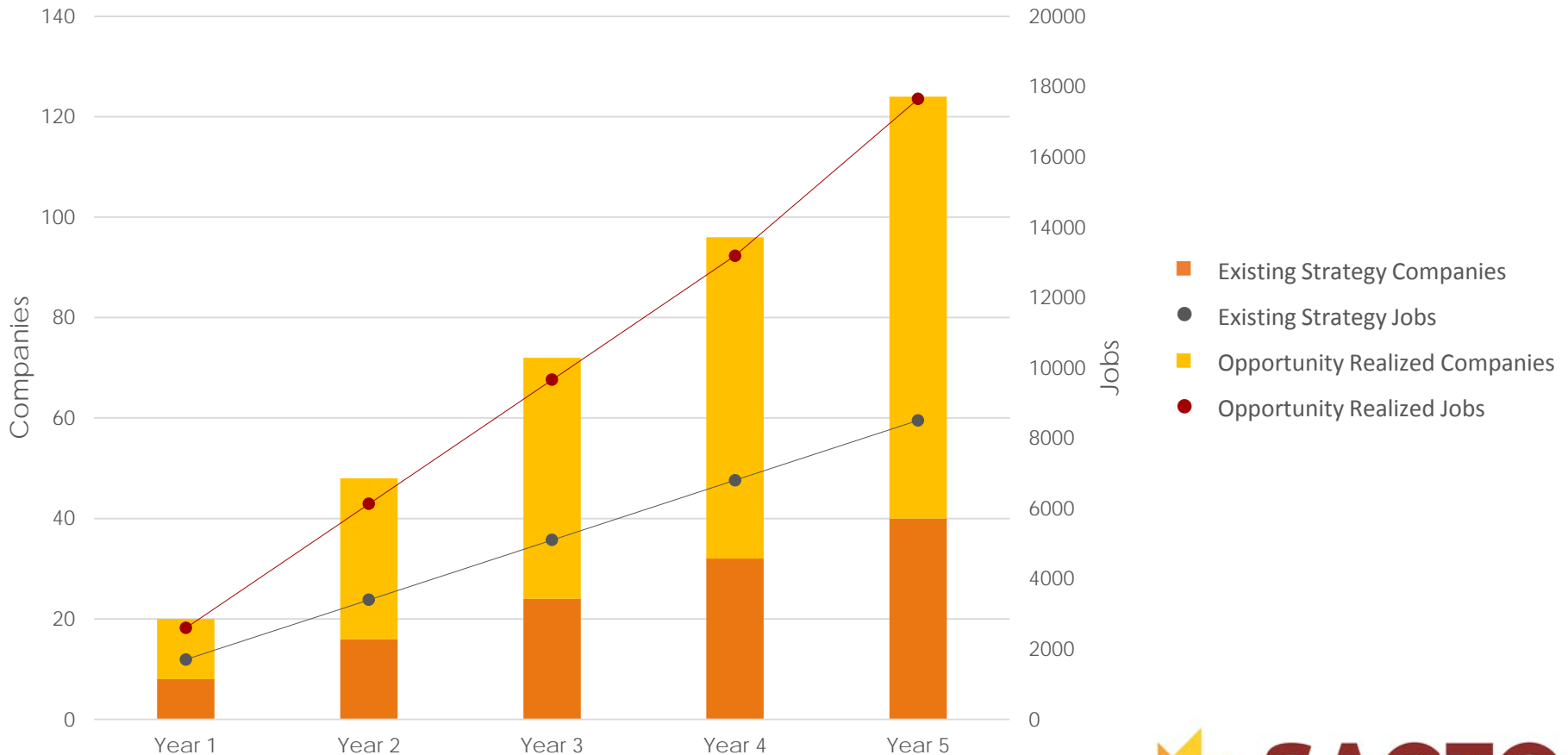
# Recommended Focus Areas

- Advanced Manufacturing
- Agriculture & Food Production
- Life Sciences & Health Services
- Other High-Value Opportunities
  - ◆ Clean Energy Technology
  - ◆ Private Higher Education  
(Education & Knowledge Creation)
  - ◆ Standard current and cyclical activities



# Opportunity Realized

## 5-Year Cumulative Results





# Annual Sales Tax & Fees Generated (in millions)

Annual Sales Tax	\$107.0
Annual State and Local Taxes and Fees	\$386.0

# Annual Economic Impact (in millions) by Industry Sectors Across the Region

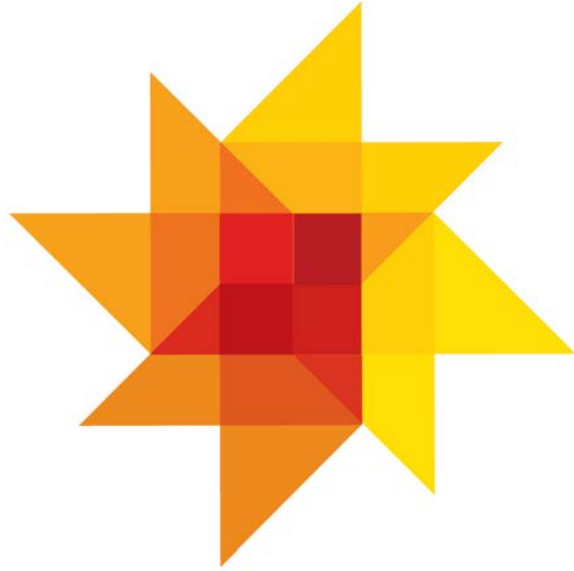
Manufacturing	\$4,352.0
Retail and Wholesale Trade	\$901.0
Real Estate and Construction	\$541.0
Professional, Scientific, Technical Services (Legal, Accounting, Marketing)	\$476.0
Health Care	\$386.0
Finance	\$329.0
Administrative Support Services (call centers, payroll, document processing)	\$311.0
Government	\$160.0
Telecommunications	\$154.0
Hospitality and Recreation	\$145.0
Agriculture, Mining, Fishing	\$140.0
Utilities	\$61.0
Other	\$110.0
	<b>\$8,273.0</b>

# Opportunity Realized Year 1

Company	HQ	FI	Cluster	Jobs Created	Jobs Maintained	Indirect Jobs	Induced Jobs	Total Jobs	Capital Investment	Employee Compensation
Bayer CropScience		•	Food & Ag	160	140	171	305	777	\$30,000,000	\$37,600,000
Kuretake Co. Ltd.	•	•	Current Opportunity	10	--	3	5	18	\$4,000,000	\$863,000
Shinmei U.S.A.	•	•	Food & Ag	500	--	419	263	1182	\$10,000,000	\$59,200,000
Thatcher Chemical			Advanced Manufacturing	250	--	234	188	672	\$16,000,000	\$42,000,000
SAFE Credit Union	•		Current Opportunity	250				⌘	\$25,000,000	
Proseal America		•	Food & Ag	10	--	4	4	18	\$1,000,000	\$986,000
NetBrain Technologies			ICT	25	--			⌘	\$2,000,000	\$2,400,000
<b>TOTAL</b>				<b>1,205</b>	<b>140</b>	<b>831</b>	<b>765</b>	<b>2,667</b>	<b>\$88,000,000</b>	<b>\$143,049,000</b>

HQ = Headquarters Location    FI = Foreign Investment

⌘ Some impact totals incomplete until variables finalized



# SACTO

Sacramento Area Commerce  
and Trade Organization