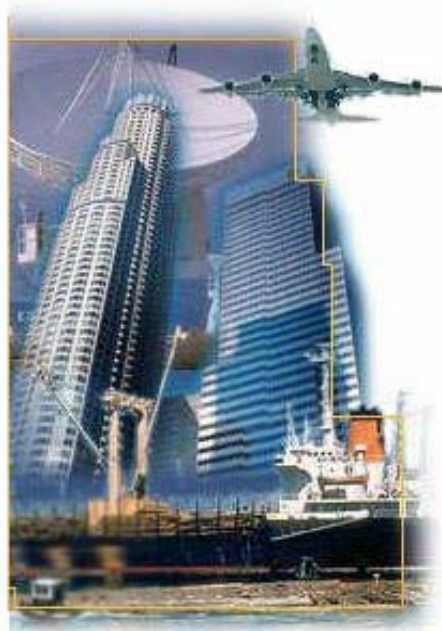


# **Los Angeles County Economic Development Corporation**



*ECONOMIC DEVELOPMENT  
FOR THE REGIONS OF LA COUNTY*



## **Business Development & Economic Research Programs**

**Fiscal Year 2004-2005**

**April 13, 2005**



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# Accomplishments Summary

## Retention / Expansion / Attraction Project Results

- 7 regional managers successfully **completed 125 projects**, providing technical assistance in creating and retaining **17,539 direct jobs**.
- The job count is *19%* more than last fiscal year '03-'04.

Accomplishments by Type, # of Projects, Job Count:

Project Type	# of Projects	Job Count
Attraction	8	1,040
Expansion	28	1,705
Retention	59	10,791
Relocation	30	4,003

(Exhibit 1, 2 & 3):

- **Economic Impact** of annual salaries from direct jobs impacted estimated at **\$613,865,000** (17,539 jobs times average salary of \$35,000). (Exhibit 6)
- **Estimated Fiscal (tax revenue) Benefit:** contribution from state general fund and local sales taxes to LA County and local communities from jobs created:

From State General fund*	\$ 7,995,548	(K-12, Health & Human services)
City Revenue	\$ 1,485,553	(1% sales tax from taxable purchases)
County of LA	\$ 371,388	(.25% sales tax from taxable purchases)
Transportation Fund	\$ 1,485,553	(1% sales tax from taxable purchases)
<b>Total</b>	<b>\$ 11,338,043</b>	

\* [State General Fund revenue is portion back to local governments from state. This is calculated by taking the total of LA County's portion of state estimated income tax plus state sales tax and multiplying the portion allocated to local governments for K-12 education & Health & Human Services. LA County's portion of State General Fund allocation is further calculated based on LA County's population as a percentage of the states total population. Exhibit 6 explains in further detail. ]

## LAEDC Regional Manager Technical Assistance

- Provided **Technical Assistance** (TA's) to over **1,500** businesses in various regions providing:
  - General Business Consulting
  - Marketing / Promotional tactics / specific to business
  - Permitting, Licensing, Hiring, Training, Incentive issues
  - Referrals to other Regional Business Assistance Network (RBAN) service providers

## Current Open Projects

- 7 regional managers actively working on **233 projects** representing **34,058 jobs:**

<b>Jobs at Risk</b>	<b>Project Type</b>
9,939	Attraction
4,997	Expansion
14,987	Retention
4,155	Relocation

## Site Searches

- LAEDC HQ Completed **54 Regional** and **39 Countywide** for a total **93 Site Searches** resulting in 36 projects.

<b>Square Feet</b>	<b>Acres</b>	<b>Potential Jobs</b>
5,272,000	208	2,489

**Exhibit 1**

**LAEDC Business Development - Closed Project Wins / 12-Month Cumulative**

(April '04 through March '05 - sorted by closed date)

COMPANY	City	TYPE	PRODUCT	SUPERVISOR	REGION	INDUSTRY	Sq. Ft. (K)	INVEST\$ (K)	CLOSED DATE	JOBS ON BALANCE
Clark Engineering	Santa Clarita	RELOCATION			5 Antelope Valley	Business & Professional			4/1/2004	10
Corporate Center	Santa Clarita	EXPANSION	Subdivision		5 Santa Clarita	Construction & Development			4/1/2004	150
Jab Foods	Valencia	RELOCATION	Retail		5 Santa Clarita	Retail			4/1/2004	35
Mikaway	Los Angeles	RETENTION			5 Antelope Valley	Manufacturing			4/1/2004	65
Sabor Foods	Los Angeles	EXPANSION			5 Antelope Valley	Food Processing			4/1/2004	25
Style Knits Inc	Montebello	Retention			1 Gateway	Apparel Mfg			4/1/2004	45
Customize Box	Pacoima	RETENTION			3 San Fernando	Manufacturing			4/15/2004	36
Hayward Pool, Inc.	Pomona	RETENTION			1 San Gabriel	Manufacturing			4/15/2004	400
Intelligent Data	Van Nuys	EXPANSION			3 San Fernando	Business & Professional	25		4/15/2004	20
Prime Measurement Products	City of Industry	RETENTION	Mfg Measurement Guages & Devic		1 San Gabriel	Manufacturing			4/15/2004	260
Jon's Tool & Die	Santa Fe Springs	RETENTION			1 Gateway	Manufacturing			4/22/2004	19
Samiyatex	Los Angeles	RELOCATION	Export of Used Clothing		4 Gateway	Apparel Mfg			4/30/2004	45
Simply Fresh Fruit	Vernon	RELOCATION			1 Gateway	Food Processing	55		4/30/2004	165
Unitek Miyachi Corp.		RETENTION			5 San Gabriel	Manufacturing			5/14/2004	135
Chase Electrical	Valencia	RELOCATION			5 Santa Clarita	Manufacturing			5/19/2004	50
Commerce Point Proj/ Valencia	Valencia	ATTRACTION			5 Santa Clarita	Construction & Development			5/19/2004	150
Greentset	San Fernando	RETENTION			3 San Fernando	Manufacturing			5/19/2004	65
Commonwealth Aluminum	Carson	RETENTION	Aluminum Metal recycling		2 South Bay	Manufacturing		0	5/28/2004	240
Princess Paper	Vernon	EXPANSION	Manufacturing		1 Gateway	Manufacturing			5/28/2004	20
KAL Plastics	Vernon	RETENTION	custom plastics		1 Gateway	Manufacturing			5/31/2004	21
Evertrust Bank	Rowland Heights	EXPANSION	Commercial Bank		4 San Gabriel	Business & Professional			5/31/2004	20
General Furniture Design	Los Angeles	EXPANSION	Furniture		2 South LA	Manufacturing	40	500	6/1/2004	10
Rockview Dairies, Inc.	South Gate	EXPANSION	Dairy Cold Storage Space		1 Gateway	Food Processing			6/2/2004	55
BBC Candy	Hawthorne	EXPANSION	Candy		2 South Bay	Food Processing	3	150	6/15/2004	5
Ital Art	Rancho Dominguez	RETENTION	Furniture & Art items Mfg		2 South Bay	Manufacturing	100	8000	6/15/2004	80
Lagrant Communications	Los Angeles	RELOCATION	Advertising/ Communications firm		1 LA Metro	Telecommunications			6/25/2004	15
General Electric	Mojave	RETENTION	Parts for airplanes		5 Antelope Valley	Aerospace			6/30/2004	80
JB Wholesale Roofing Supply	Sand Canyon	EXPANSION	Roofing Supply		5 Santa Clarita	Manufacturing			6/30/2004	10
Jejomi Designs, Inc	Huntington Park	EXPANSION	mfg leather garments		1 Gateway	Apparel Mfg	10	330	6/30/2004	25
Pelic Company	Valencia	RELOCATION	Hi Tech Mfg/ Clean Room		5 Santa Clarita	Technology-High Tech			6/30/2004	15
Premiere Studio Rental	Valencia	RELOCATION	Trailer/Vehicle Rentals		5 Santa Clarita	Entertainment	20	3	6/30/2004	50
Rhythm and Hues / CBRE	Los Angeles	RETENTION	Post Production & Animation		2 Westside	Media	250		6/30/2004	800
Cal Spas	Pomona	RETENTION	Mfg of Spas		5 San Gabriel	Manufacturing			6/30/2004	1200

**Exhibit 1**

**LAEDC Business Development - Closed Project Wins / 12-Month Cumulative**

(April '04 through March '05 - sorted by closed date)

COMPANY	City	TYPE	PRODUCT	SUPERVISOR	REGION	INDUSTRY	Sq. Ft. (K)	INVEST\$ (K)	CLOSED DATE	JOBS ON BALANCE
Best Overnight Express	Irwindale	RETENTION	Local Overnight Express	5	San Gabriel	Business Services			7/1/2004	150
Avibank	Los Angeles	RETENTION		3	San Fernando	Aerospace			7/1/2004	225
Info Line of Los Angeles	San Gabriel	RETENTION	Service- Telemarketing	5	San Gabriel	Business Services			7/1/2004	120
LRH Enterprises	Chatsworth	RETENTION		3	San Fernando	Manufacturing			7/1/2004	61
WishingFish.com	Santa Monica	EXPANSION		3	Westside	Retail			7/6/2004	2
Montage Handcrafted Soap	Compton	RELOCATION	Specialized soaps	2	Gateway	Manufacturing	10	250	7/13/2004	25
Alberto Culver	Chatsworth	RETENTION	Beauty Care Products	5	San Fernando	Manufacturing	300		7/15/2004	350
Sam's Club	El Monte	RETENTION		1	San Gabriel	Retail			7/17/2004	250
Caplugs	Rancho Dominguez	RETENTION	Protective plastic covers	2	South Bay	Manufacturing		15	7/20/2004	80
Freshdex California	South Gate	EXPANSION	Apparel Mfg	1	Gateway	Food Processing			7/20/2004	100
Hankyu International	Carson	RELOCATION	Freight Movement	2	South Bay	Transportation	107	7000	7/20/2004	50
Felbro Foods	Los Angeles	RETENTION	food ingredients	2	South LA	Food Processing	12	5000	7/21/2004	45
Brek Manufacturing	Gardena	RETENTION	Aerospace products	2	South Bay	Aerospace	127	5000	7/22/2004	125
Panasonic Disc Manufacturing Corp.	Torrance	EXPANSION	DVD's for Nintendo & DVD Record	4	South Bay	Media	250	7000	7/27/2004	50
TABC	Long Beach	EXPANSION	Trucks body parts	4	Gateway	Manufacturing			8/5/2004	142
Advanced Machine & Stretchform Int'l	Carson	RETENTION	Aerospace supplier	2	South Bay	Aerospace	100	5000	8/9/2004	156
Calrol/ Emerson	Paramount	RELOCATION	Mfg Computer Controls	5	Gateway	Manufacturing			8/17/2004	85
F&J Metro Dyeing	Commerce	RETENTION	Dyeing	1	Gateway	Industrial Services			8/17/2004	20
Sunrider	Harbor Gateway	ATTRACTION	Herbal Food Supplements	4	South Bay	Food Processing	850	70000	8/17/2004	300
Overhill Farms	Vernon	RETENTION	Food Processing	1	Gateway	Food Processing			8/23/2004	800
Gork Enterprises	San Fernando	RETENTION	Multimedia	3	San Fernando	Media	5000		8/25/2004	20
Massage Masters	San Fernando	EXPANSION	Massage	3	San Fernando	Business Services			8/25/2004	2
New Wave Entertainment	Burbank	EXPANSION		3	San Fernando	Entertainment			8/25/2004	80
Pacific Sales	Burbank	RELOCATION	retail	5	San Fernando	Retail			8/25/2004	15
Ready Pac		RETENTION	Packaging	5	San Gabriel	Business Services			8/25/2004	400
Union Central Cold Storage	Los Angeles	RETENTION	Cold Storage-warehouse	1	LA Metro	Distribution			8/30/2004	25
EVG Global	Irwindale	RELOCATION	Electric Cars	5	San Gabriel	Manufacturing			8/31/2004	35
Star Lanka, Inc.	Los Angeles	RETENTION	Apparel Mfg	1	LA Metro	Apparel Mfg			8/31/2004	12
Fang Fashion	Commerce	RELOCATION	Apparel mfg	1	Gateway	Apparel Mfg			9/13/2004	300
ACI-Studley	Santa Fe Springs	RELOCATION	Distribution	1	Gateway	Distribution	131		9/14/2004	50
APEC	San Gabriel	RETENTION	Mfg	5	San Gabriel	Manufacturing			9/15/2004	100
Jean Mart Direct	Los Angeles	RELOCATION	denim contract manufacturer	2	South LA	Apparel Mfg			9/15/2004	500
Rich Products	Claremont	RETENTION	cake frostings, non-dairy creamers	5	San Gabriel	Food Processing	74		9/15/2004	66

**Exhibit 1**

**LAEDC Business Development - Closed Project Wins / 12-Month Cumulative**

(April '04 through March '05 - sorted by closed date)

COMPANY	City	TYPE	PRODUCT	SUPERVISOR	REGION	INDUSTRY	Sq. Ft. (K)	INVEST\$ (K)	CLOSED DATE	JOBS ON BALANCE
Spinout Ventures	Burlingame	RETENTION	Multimedia		3 Westside	Media			9/20/2004	7
Cal-Ga-Crete Industries Inc	San Pedro	RETENTION	decorative cement tiles		4 South Bay	Construction & Development	20	400	9/30/2004	17
Commercial Enameling	Huntington Park	RETENTION	Enameling process on metals		1 Gateway	Industrial Services			9/30/2004	135
Dream One Chauffered Sedans	Los Angeles	EXPANSION	Chauffered Sedans & Limo Compa		3 Westside	Business Services			9/30/2004	5
Phoenix Staellite T.V. Confidential		RELOCATION	Satalite Service		5 San Gabriel	Business Services			9/30/2004	50
PSA Printing	Irwindale	RELOCATION			1 San Gabriel	Business Services			9/30/2004	35
Trend Lighting		RELOCATION	Mfg lighting		5 San Gabriel	Manufacturing			9/30/2004	20
Sunset Paper Products	Vernon	RETENTION	Paper Products		4 Gateway	Manufacturing			10/15/2004	70
Golden Krust	Long Beach	ATTRACTION	Restaurant		4 Gateway	Business Services			10/19/2004	10
Dayton Rodgers	Van Nuys	RETENTION	Metal Fabrications		3 San Fernando	Manufacturing			10/30/2004	80
NCBER/ WIB Projects		EXPANSION	a variety of WIB Wins		1 San Gabriel	Manufacturing			10/30/2004	144
American Honda	Valencia	EXPANSION	R&D facility for racing engines		5 Santa Clarita	Technology-High Tech			10/30/2004	25
KDL Precision	Pacoima	RETENTION			3 San Fernando	Manufacturing			10/30/2004	52
Corn Maiden Foods	Los Angeles	RELOCATION	Mexican Specialty Foods		2 South Bay	Food Processing	25	2500	10/30/2004	100
GRANITE CONSTRUCTION CO.	Palmdale	EXPANSION	Highway and street construction		5 Antelope Valley	Construction & Development			10/30/2004	30
Nestle (Chef America)	Chatsworth	EXPANSION	Entertainment		3 San Fernando	Food Processing	30		10/30/2004	15
Posey Co	Arcadia	RETENTION	Health Care Provider		5 San Gabriel	Manufacturing			10/30/2004	200
Prime Wheel	Carson	EXPANSION	Wheels		2 South Bay	Automotive Mfg Parts	120	2000	10/30/2004	500
Polytainer	Simi Valley	RETENTION			5 San Fernando	Manufacturing			10/30/2004	350
Western Pacific Storage Systems	San Dimas	RETENTION	Mfg industrial storage systems		5 San Gabriel	Manufacturing			10/30/2004	150
Simply Fresh Fruit#2	Vernon	EXPANSION	Food Processing		1 Gateway	Food Processing	55		11/15/2004	35
Bodycote	Huntington Park	RETENTION	metal heat treating		1 Gateway	Manufacturing	50		11/29/2004	95
Young Nails	Santa Fe Springs	ATTRACTION	ACRYLIC NAIL CARE PRODUCTS		1 Gateway	Health Services			11/29/2004	20
Gold Graphics	Pacoima	RETENTION			3 San Fernando	Business Services			11/30/2004	108
American Moving Parts	Los Angeles	RETENTION	Auto / Truck Parts		1 LA Metro	Automotive Mfg Parts			11/30/2004	30
Archway Development	Valencia	RELOCATION			5 Santa Clarita	Manufacturing			11/30/2004	100
Great American Marketing	Valencia	RELOCATION			5 Santa Clarita	Business Services			11/30/2004	125
King Brothers Inc. Plastics	Valencia	RELOCATION	Plastics		5 Santa Clarita	Manufacturing			11/30/2004	100
New Tech Display	Los Angeles	RELOCATION	childrens apparel		1 LA Metro	Apparel Mfg	60		11/30/2004	50
Ability First	Pasadena	RELOCATION	Worker rehabilitation		5 San Gabriel	Business Services			12/1/2004	50
Alhambra Foundry Company Ltd		RETENTION	Iron mfg- Gray and ductile irgon fac		5 San Gabriel	Manufacturing			12/1/2004	64
I/Q Controls Corporation	Azusa	RETENTION			1 San Gabriel	Manufacturing			12/1/2004	64
HealthNet	Woodland Hills	EXPANSION	Health Care Services		3 San Fernando	Health Services			12/5/2004	78

**Exhibit 1**

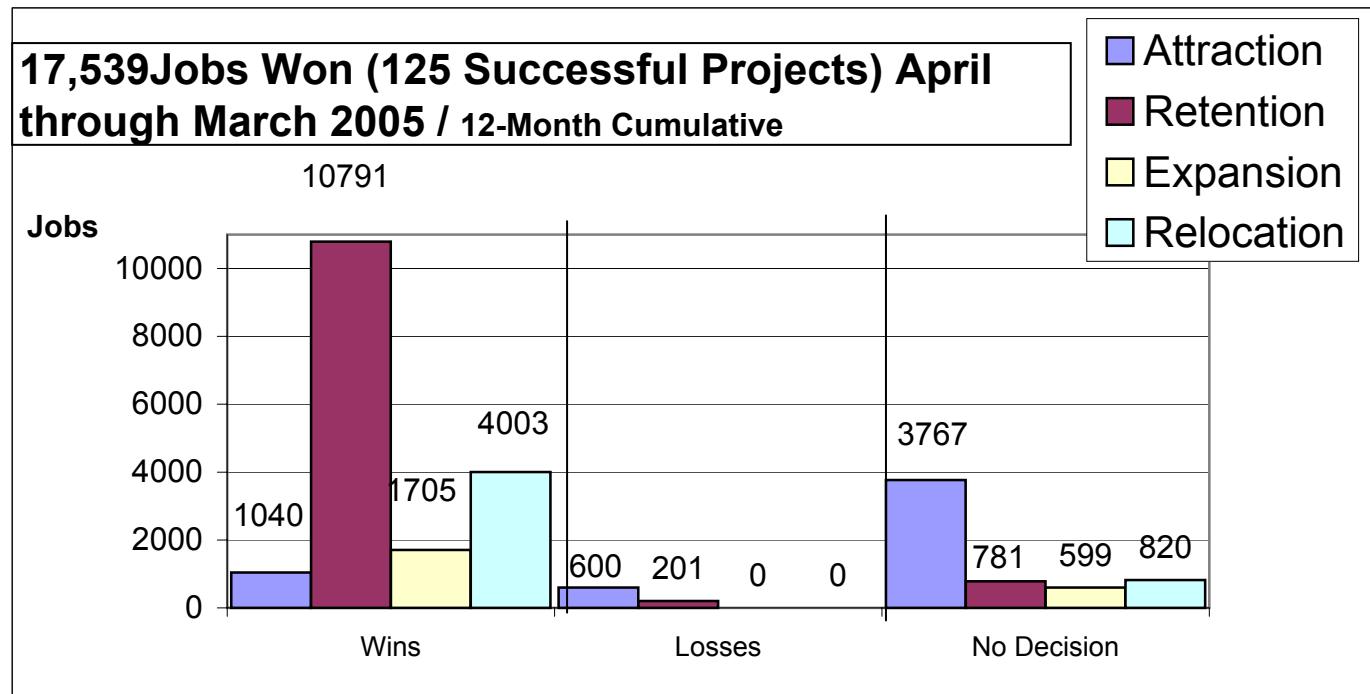
**LAEDC Business Development - Closed Project Wins / 12-Month Cumulative**

(April '04 through March '05 - sorted by closed date)

COMPANY	City	TYPE	PRODUCT	SUPERVISOR	REGION	INDUSTRY	Sq. Ft. (K)	INVEST\$ (K)	CLOSED DATE	JOBS ON BALANCE
Los Angeles Brass & LA Pump	Hungtington Park	RETENTION	foundary. valves Fabricated Metal	1	Gateway	Manufacturing	36		12/21/2004	20
Jensen Industries	Vernon	RETENTION		1	Gateway	Manufacturing			12/22/2004	125
Hilton Hotel-San Gabriel	San Gabriel	ATTRACTION	Hotel	5	San Gabriel	Business Services			1/31/2005	150
Orly International	Chatsworth	RETENTION	Beauty Products	5	San Fernando	Beauty Products			1/31/2005	150
Golden Tiger	Los Angeles	RETENTION	frozen food	2	South LA	Food Processing	50	500	1/31/2005	472
Hannahmax Bakery	Unincorp. Los Angeles	ATTRACTION	Food Processing - Bakery/Desserts	2	South Bay	Food Processing	20	1400	1/31/2005	100
Yahoo - CRESA Partners	Los Angeles	RETENTION	Internet Website host	2	Westside	Multimedia			1/31/2005	600
ESP Computer Services	North Hollywood	RETENTION	Magazine Subscription Call Center	3	San Fernando	Call Center			2/15/2005	100
FNIS Real Estate Tax Service	Pasadena	RETENTION	Tax Business services, nec	5	San Gabriel	Business & Professional Mgmt Srvc			2/15/2005	250
Crown Associates/ Archway		RELOCATION		5	Santa Clarita	Business Services			2/15/2005	150
Royal Truck Body	Paramount	RETENTION		4	Gateway	Mfg-durable			2/15/2005	220
Rexford Funding	Los Angeles	ATTRACTION	financial services	1	LA Metro	Financial Services	3		2/22/2005	10
Orange County Container	La Puente	EXPANSION	Container Mfg	1	San Gabriel	Manufacturing			2/28/2005	25
Oveture-Studley	Glendale	RELOCATION	Internet Service Provider	5	San Fernando	Internet	300		2/28/2005	1600
Kids Dental Kare	Los Angeles	EXPANSION	Dental care facility	2	South LA	Health Services	6	1000	2/28/2005	22
Aeros Blimp	Palmdale	RELOCATION	Blimp Mfg	5	Santa Clarita	Manufacturing			3/11/2005	100
Bank of East Asia	Alhambra	EXPANSION	Service- Commrcial Bank	5	San Gabriel	Business Services			3/15/2005	10
Lighting Control & Design	Glendale	RELOCATION		5	San Fernando	Manufacturing			3/18/2005	60
On Line Administrators	Northridge	RETENTION	Call Center/Service	3	San Fernando	Business & Professional Mgmt	60		3/18/2005	150
Schrillo Company		RETENTION		3	San Fernando	Manufacturing			3/18/2005	38
Wet Design	Sun Valley	EXPANSION		3	San Fernando	Manufacturing	30		3/18/2005	100
Marine Truck Service	Los Angeles	RELOCATION	bonded warehouse and distribution	2	South LA	Warehousing and Distribution			3/18/2005	18
Garment Industry Laundry	Los Angeles	RETENTION	garment finishing and industrial lau	2	South LA	Apprael/ Textiles Design Mfg & Wholesale			3/23/2005	350
Pacific Communications	Downey	RETENTION		4	Gateway	Business Services			3/23/2005	400
Philatron	Santa Fe Springs	RETENTION		1	Gateway	Manufacturing			3/23/2005	43
Sony Connect- Cresa Partners	Los Angeles	ATTRACTION	Multimedia	2	Westside	Multimedia			3/24/2005	300
<b>Total Projects Won 125</b>									<b>Total Jobs</b>	<b>17539</b>



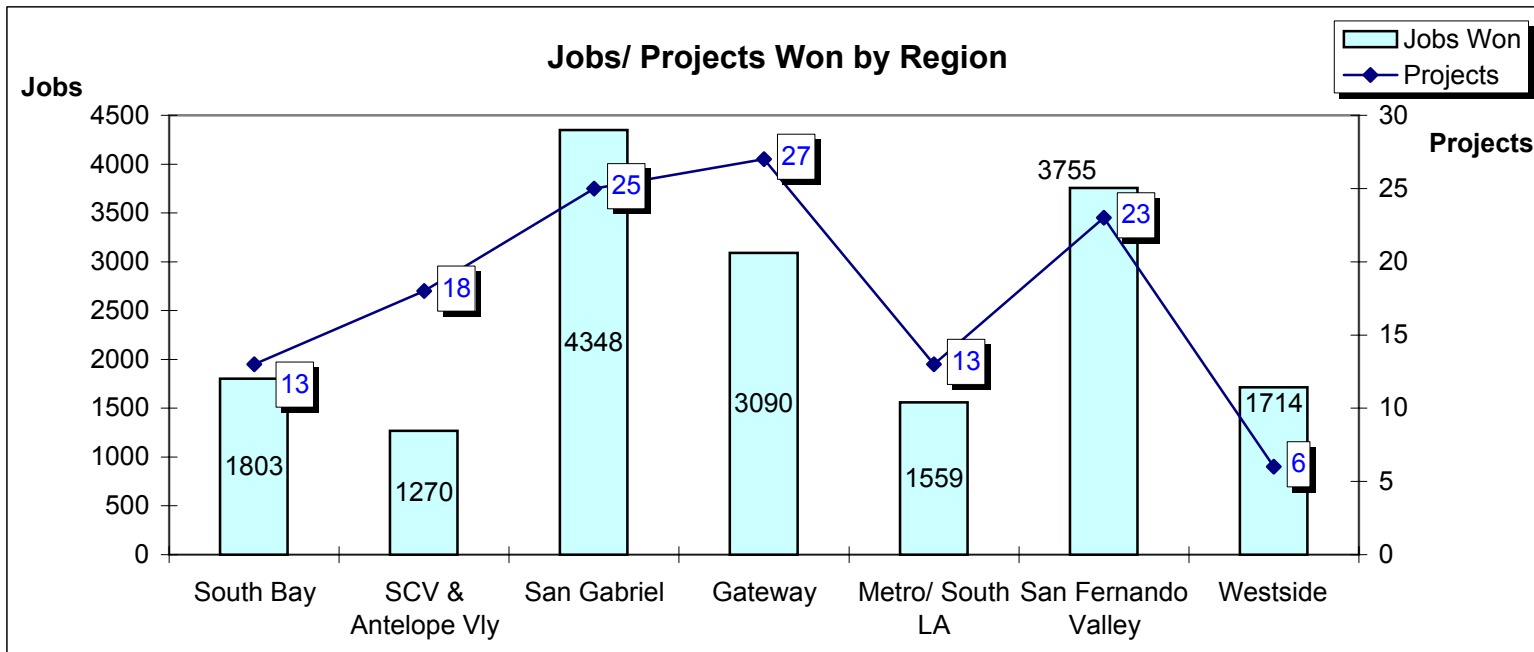
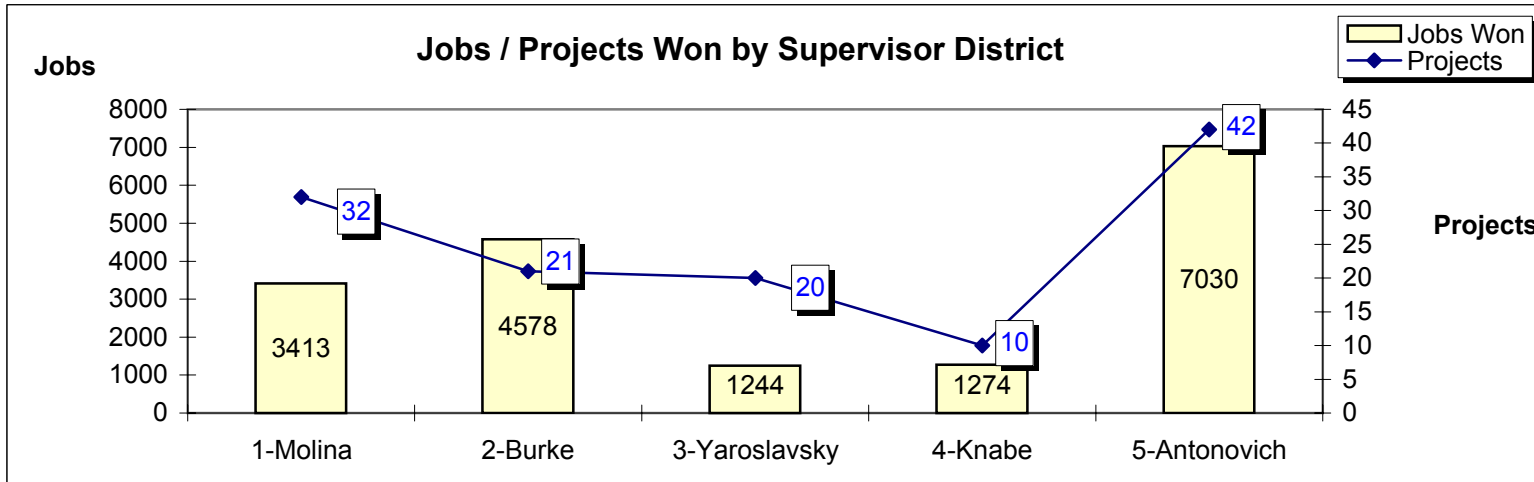
## Exhibit 2



Jobs Won YTD	April 2004 through March 2005 YTD		
	Wins	Losses	No Decision
Attraction	1040	600	3767
Retention	10791	201	781
Expansion	1705	0	599
Relocation	4003	0	820
<b>Total</b>	<b>17539</b>	<b>801</b>	<b>5967</b>

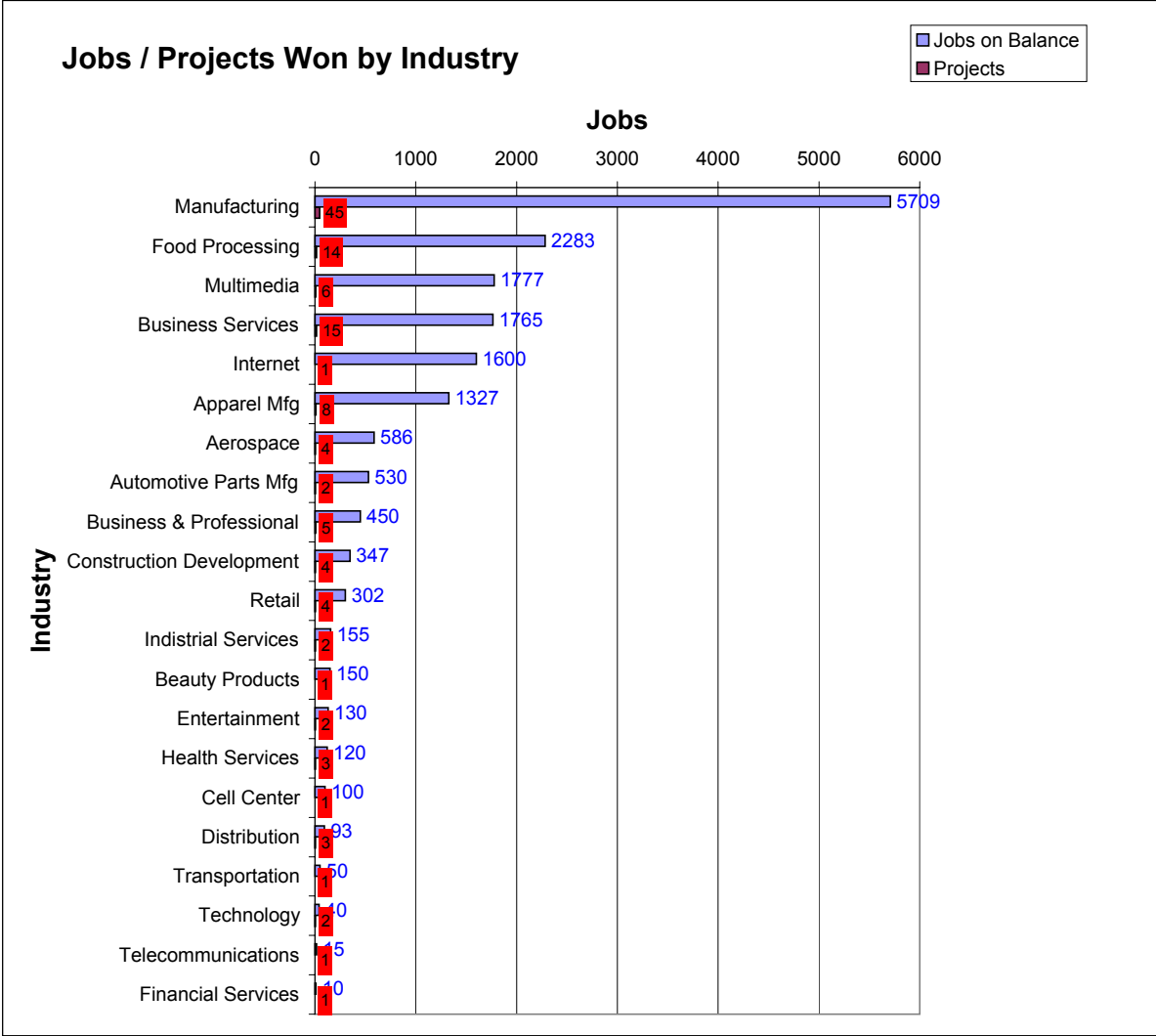
# Exhibit 3

## Jobs Won Full Year 12-Month Cumulative by Supervisor / Region



**Exhibit 4**

**Projects Won by Industry / Fiscal Year 12-Month Cumulative**



Industry	Jobs on Balance	Projects
Manufacturing	5709	45
Food Processing	2283	14
Multimedia	1777	6
Business Services	1765	15
Internet	1600	1
Apparel Mfg	1327	8
Aerospace	586	4
Automotive Parts Mfg	530	2
Business & Profession	450	5
Construction Developm	347	4
Retail	302	4
Industrial Services	155	2
Beauty Products	150	1
Entertainment	130	2
Health Services	120	3
Cell Center	100	1
Distribution	93	3
Transportation	50	1
Technology	40	2
Telecommunications	15	1
Financial Services	10	1
<b>Total</b>	<b>17539</b>	<b>125</b>

Note: Manufacturing, Food Processing, Apparel Mfg, Aerospace, & Automotive Mfg combined accounted for 10,435 of total 17,539 job wins (60%). The average LA County Mfg job has an average salary of \$43,000.

**Exhibit 5****NCBER Lead Analysis by Region  
12-Month Cumulative  
(April '04 through March '05)**

Region	*Total Assigned Leads	Successful Projects	Jobs from Successful Projects	Projects Open	Jobs from Open Projects
San Gabriel	960	7	669	16	958
Metro/ South LA	444			1	190
Gateway	965	5	251	4	415
Antelope Valley/ Santa Clarita	245	1	30	4	215
San Fernando	881			4	241
South Bay	659			6	477
Westside	806			1	10
<b>Total</b>	<b>4960</b>	<b>13</b>	<b>950</b>	<b>36</b>	<b>2506</b>
*Total Assigned leads from program start					
Note: NCBER Leads contributed to 16 project wins representing 2,162 Jobs in Fiscal '03-'04					

## Exhibit 6

### Economic Impact of Jobs Added by LAEDC Project Wins Fiscal Year 12-Month Cumulative (April '04 through March '05)

#### Income Generation

Annual income per worker: **\$ 35,000** <-- put in the average annual salary here!!!  
 Income multiplier: x 1.0 <-- Conservative income multiplier  
**Direct + indirect income:** \$ 35,000 <-- this is the estimated total income from one new job

No. of jobs created: **17,539** <-- put in the number you have  
 Direct + indirect income: \$ 35,000  
**Total earnings:** **\$ 613,865,000**

Sales tax statistics (2001, millions \$):	
Taxable sales:	71,835
Total personal income:	296,233
"taxable sales-to-income ratio":	24.2%

#### Tax Revenue for Local Use

Total earnings: \$ 613,865,000  
 Est. state income tax: \$ 30,693,250 --> item (a); roughly 5% of income (avg. tax rate)  
 Total earnings: \$ 613,865,000 --> of which about 24.2% is taxable purchases <----+  
 Est. taxable purchases: \$ 148,555,330  
 Est. sales tax revenue: \$ 12,255,815 -->

	Amount of sales tax revenue going to...
	- State: \$ 8,913,320
	/ City: \$ 1,485,553 --> item (b)
	/ County of LA: \$ 371,388 --> item (c)
	Transportation: \$ 1,485,553 --> item (d)

Total contribution to state General Fund: /  
 Income tax (item (a)): \$ 30,693,250 /  
 Sales tax: \$ 8,913,320 <--  
 Total for General Fund: \$ 39,606,570

#### General Fund allocation immediately relevant to the local governments:

K-12 education: \$ 15,803,021 @ 39.9% <- based on 2004-2005 State Budget  
 Health & human services: \$ 12,792,922 @ 32.3% <-- "  
 \$ 28,595,943 = statewide increase in K-12 and healthcare spending

#### Since additional tax revenue is distributed by the State, LA Co. gets roughly the amount proportional to its population:

Population of California: 35,934,000 <-- 2003 estimates  
 Population of LA County: 10,047,300  
 LA Co. as % of State: **28.0%**

#### Proportion of State's General Fund spending that goes to L.A. area:

K-12 education: \$ 4,418,592  
 Health & human services: \$ 3,576,956  
 \$ 7,995,548 = item (e)

#### Tax revenue contribution to the L.A. area:

From General Fund: \$ 7,995,548 = item (e)  
 City revenue: \$ 1,485,553 = item (b)  
 County of LA revenue: \$ 371,388 = item (c)  
 Transportation fund: \$ 1,485,553 = item (d)  
**Total:** **\$ 11,338,043**

#### Tax revenue contribution to all local gov't:

From General Fund: \$ 28,595,943  
 City revenue: \$ 1,485,553 = item (b)  
 County of LA revenue: \$ 371,388 = item (c)  
 Transportation fund: \$ 1,485,553 = item (d)  
**Total:** **\$ 31,938,438**

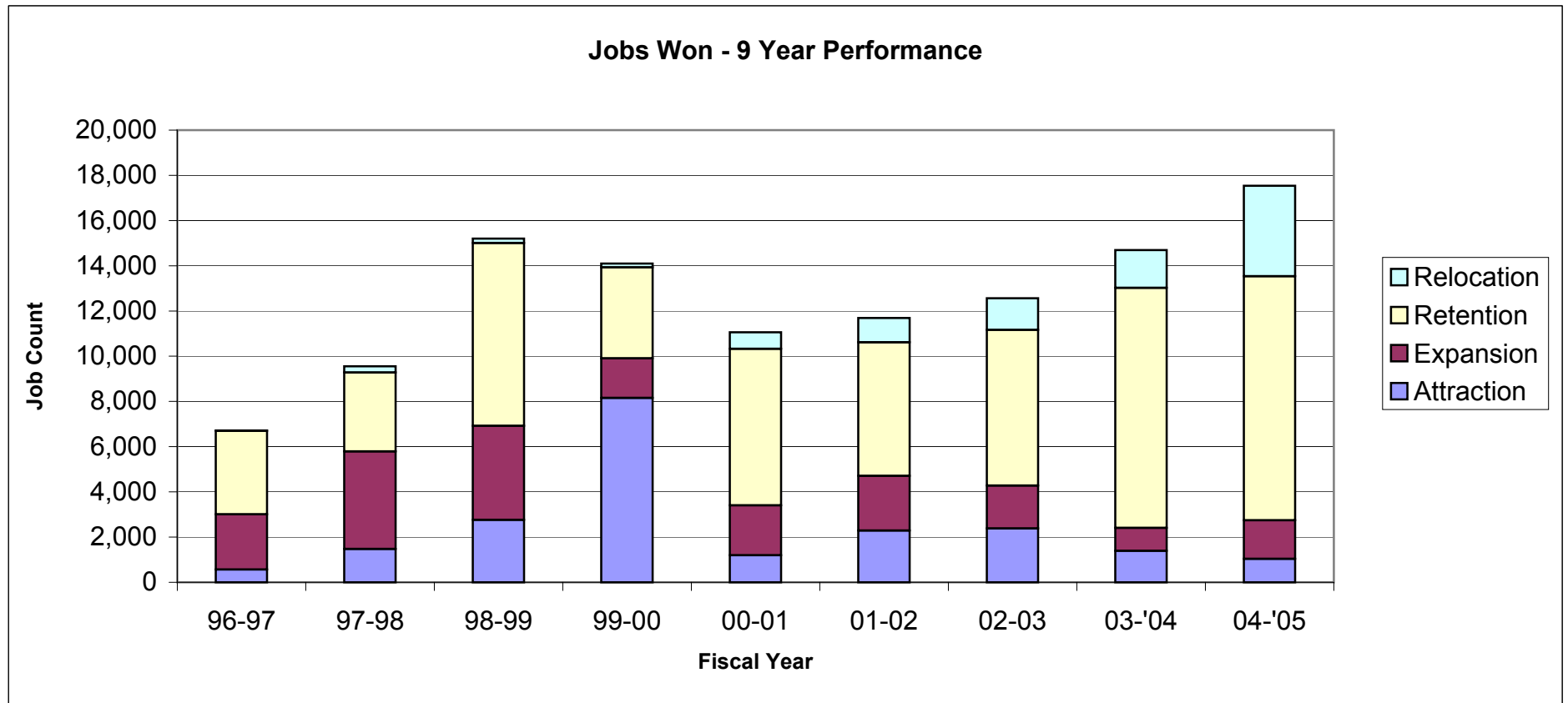
Many other revenue sources are not included in this analysis, including use taxes, federal grants..., etc.  
 Also, sales tax revenue can be significantly lower since not all consumption are taxable.

Additional K-12 education and health services revenue for other areas of the State: \$ 20,600,395

Statewide higher education: \$ 4,990,428 <- not included because this is not under direct local control

rev: 4/2004

# Exhibit 7



Type/ Fiscal	96-97	97-98	98-99	99-00	00-01	01-02	02-03	03-'04	04-'05	Total
Attraction	565	1,475	2,763	8,154	1,198	2,289	2,382	1,391	1,040	21,257
Expansion	2,447	4,316	4,157	1,752	2,208	2,423	1,896	1,019	1,705	21,923
Retention	3,684	3,493	8,088	4,025	6,923	5,902	6,887	10,614	10,791	60,407
Relocation	20	268	196	170	730	1,074	1,398	1,671	4,003	9,530
<b>Total</b>	<b>6,716</b>	<b>9,552</b>	<b>15,204</b>	<b>14,101</b>	<b>11,059</b>	<b>11,688</b>	<b>12,563</b>	<b>14,695</b>	<b>17,539</b>	<b>113,117</b>

1. One time LAEDC adjustment of the job count over this 9 year period reflects 99,500 jobs through March 31, 2005
2. Of the 99,500 jobs, approximately 60,000, or 60%, are manufacturing related. Average mfg. salary = \$44,000
3. The Average project had about 142 jobs

## **Exhibit 8**

### **Economic Information Publications**

Fiscal Year 2004-2005

- 2004-2005 Mid Year Economic Forecast & Industry Outlook
- 2005-2006 Economic Forecast & Industry Outlook
- Major Business Expansion Activity 2004
- Downtown Los Angeles Market Report & Demographic Survey
- International Trade & Impacts
- LA Stats
- Regional Economic Overviews
  - Antelope Valley
  - San Fernando Valley
  - San Gabriel Valley
  - South Los Angeles
- Roadmaps to Industry Clusters
- Manufacturing in Southern California
- E-Edge (weekly newsletter)