



OPPORTUNITIES

ISSUE 2 VICTORVILLE, CALIFORNIA

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Project in Motion – Foxborough Industrial Park

Foxborough Industrial Park, located on the east side of Victorville, California, was developed as a result of the city forming its first of four redevelopment areas—the Bear Valley Road Redevelopment Project Area. The development of the industrial park is a part of the city's efforts to revitalize the Victor Valley region with local jobs and economic stability and has attracted world-class companies to Victorville such as The Goodyear Tire & Rubber Company, M&M/Mars, AFG Glass, and most recently ConAgra Foods and Nutro Products.



Foxborough Industrial Park has the location advantage of being adjacent to the Burlington Northern Santa Fe rail mainline, running from the Los Angeles and Long Beach ports to points eastward, including Chicago. Close proximity to a major rail line proved to be of significant value to most of the companies located at Foxborough. The city's ability to bring rail directly to their properties through construction of a rail spur provided significant aid in their development process.

The development of Foxborough Industrial Park has demonstrated the city's pro-growth stance and eagerness to recruit business to the area. For example, the city:

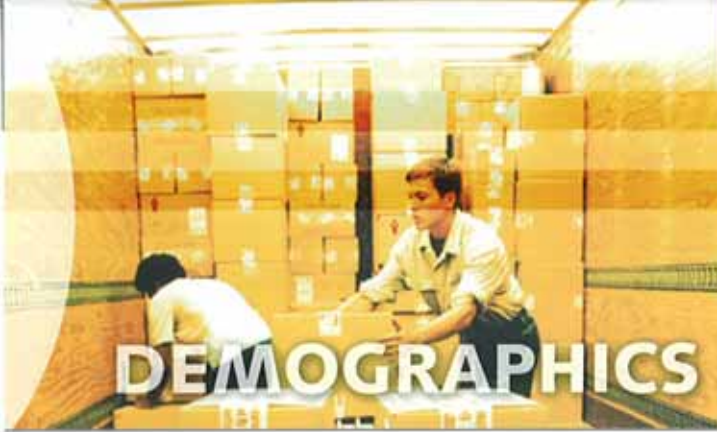
- Brought in rail required by various businesses;
- Acquired and improved land to further industrial development;
- Ensured all projects were able to obtain CEQA entitlements in fewer than 45 days; and
- Is constructing a 22 megawatt co-generation power plant that will provide competitive electric rates, unmatched reliability and the sale of co-generation of electricity byproducts such as steam.

With strong support from the Victorville City Council, coupled with the creativity and entrepreneurship of the Economic Development Department and Victorville Municipal Utility Services, Foxborough is a testament to the city's pro-growth position and the strengths Victorville offers to businesses. Currently, properties remain available for light and heavy manufacturing uses.



VICTORVILLE

California



YOUR BUSINESS HERE

Population Trends

As illustrated in the accompanying chart, the city experienced an unprecedented seven percent increase in population in 2003, and an almost 10 percent increase in 2004. At this pace, the city is expected to reach 100,000 in 2006.

With this increase in population, it is increasingly important for the city to assess the needs and increased assets of its new citizens. To that end, the Victor Valley Economic Development Authority has conducted a regional survey to gather data on employment base, education levels, and retail and service needs of our growing community. We look forward to sharing this data with our readers as it becomes available.

BUSINESS NEWS SUCCESS STORIES LOCAL DEMOGRAPHICS SERVICES REALES

Outlook SCLA

Jet Engine Testing Operations

Because of ideal flying conditions, Southern California Logistics Airport (SCLA) has become home to many flight-testing operations for world-class aviation companies.

In early 2002, GE Aircraft Engines chose SCLA for its jet engine testing stating that it is "the best location in the world." Also in 2002, Pratt & Whitney, one of the world's largest aircraft engine companies, selected SCLA for expansion of its engine testing operations and recently broke ground on a 75,000-square-foot hangar at which the company will perform jet engine testing.

In the fall of 2004, Augusta Westland—chosen in conjunction with Lockheed Martin for the presidential helicopter—selected SCLA for its engineering functions and aircraft engine testing.



Program Opportunities

Co-generation Power Plant

Victorville Municipal Utility Services (VMUS) was formed in 2001 to provide a solution to California's earlier electricity crisis. VMUS is a true testament to the city's ability to think out of the box and create solutions to what could otherwise be development problems.

As is common knowledge, California's energy crisis resulted in exorbitantly high electric rates. In response to these high rates, Victorville made the decision to enter the utility business by forming its own municipal utility thereby providing competitive electric rates.

The city's first power plant is under construction—specifically a co-generation power plant. This type of power plant provides great efficiencies in the production of electricity. It is a natural gas-fired plant and recycles waste heat

to improve power-generating capability. The plant is also designed to make steam available for manufacturing processes.

Through the formation of VMUS and the co-generation plant, the City of Victorville is able to offer competitive electric rates and operational efficiencies. The co-gen plant is currently being constructed at the Foxborough Industrial Park and will be available for new projects developed in the park. A similar plant is being planned for construction at Southern California Logistics Airport (SCLA).

CONTACT US

City of Victorville
Economic Development Department
760-955-5032
Email: opportunities@victorvillecity.com

| Year | Population | % Change |
|-----------|------------|----------|
| 1994 | 60,577 | 5.55% |
| 1995 | 60,009 | -0.95% |
| 1996 | 60,888 | 1.44% |
| 1997 | 61,650 | 1.24% |
| 1998 | 62,825 | 1.87% |
| 1999 | 64,455 | 2.53% |
| 2000 | 67,600 | 4.65% |
| 2001 | 68,957 | 1.97% |
| 2002 | 71,224 | 3.18% |
| 2003 | 76,707 | 7.15% |
| 2004 | 84,991 | 9.75% |
| Sept 2005 | 88,373 | |

1994-2005

% Changes in Population



LOCAL VISION

DATE BUSINESS NEWS SUCCESS STORIES

Local Vision

AFG Industries

Headquartered in Kingsport, Tennessee, AFG Industries is the nation's largest supplier to the construction/specialty glass market and has the distinction of being the first primary glass manufacturer to have all its manufacturing plants, in both the U.S. and Canada, certified by ISO standards. In 1997, AFG's corporate office obtained ISO 9001 certification—the first glass company worldwide to obtain this certification.



AFG Industries, Victorville, CA

AFG has been part of the Victorville business community since 1987 when it opened its 500,000-square-foot facility on 50 acres in the Foxborough Industrial Park where it now employs more than 300 Victor Valley residents between the float and coating operations. A unique feature about this particular plant is its participative management approach that encourages employees to be involved in management decisions. The approach uses the group dynamic in addressing issues that affect employees; a technique that has made the Victorville operation the most productive and efficiently operated site among all AFG plants.

"We are very proud of our accomplishments through the participative management, or

high-involvement approach," said Pete Morse, human resources manager. "Opening the plant in Victorville was a wise choice and was largely based on the available and quality labor pool."

AFG offers the broadest product line in the flat glass industry including "hard coat" and "soft coat"

"Opening the plant in Victorville was a wise choice and was largely based on the available and quality labor pool."

- Pete Morse, AFG Human Resources Manager

products. Recent innovations include the Comfort Ti® family of coated glass and Radiance Ti™, a self-cleaning glass made available in early 2002. Additionally, AFG offers solar and insulated glass, and specialty products such as laminated and reflective glasses. The company targets residential, remodeling, commercial, specialty, and automotive glass markets and offers a range of colors and patterns unmatched by any other manufacturer.

Outstanding quality, customer service and innovative new products are central to the AFG vision. These principles have helped AFG rise above the historic view of flat glass as a "commodity" business and to differentiate its value-added products in an increasingly crowded marketplace.

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City of Victorville
Department of Economic Development
14343 Civic Drive
Victorville, CA 92392

VICTORVILLE
California

RECENT & UPCOMING EVENTS

- Sept 25-28, 2005International Economic Development Council (IEDC)
Annual Conference, Chicago, IL
- Oct 8-12, 2005Industrial Asset Management Council (IAMC)
Fall Professional Forum, Corpus Christi, TX
- Oct 18-20, 2005Roundtable in the High Desert, Tucson, AZ
- Oct 20, 2005.....High Desert Opportunity, Victorville, CA
- Oct 22-26, 2005CoreNet Global Summit, Las Vegas, NV
- Nov 9-11, 2005National Business Aviation Association (NBAA)
Annual Conference, Orlando, FL
- Nov 30-Dec. 1, 2005Waterfront Coalition, Los Angeles, CA

Contact us at opportunities@victorvillecity.com to be removed from our mailing list.



Foxborough Industrial Park

DEVELOPMENT OPPORTUNITIES

Foxborough Industrial Park

- 10.29 acres in the northwest corner of the park
- Zoned M-2, rough graded, public utilities to the site
- Located in the Bear Valley Redevelopment Project Area
- Home to Goodyear, M&M/Mars, ConAgra Foods, Nutro Products, and AFG Glass
- Site is adjacent to Nutro Products, a 350,000 square foot manufacturing and distribution facility
- Victorville Municipal Utility Services (VMUS) offers reliable and competitively priced energy

Contact: Collette Hanna, Economic Development Department
City of Victorville
760-243-6324