



# QUARTERLY UPDATE

## IVEDC wins CALED award



Pictured above are Timothy E. Kelley and Esperanza Colio (middle) with CALED reps.

May 3, 2007—The Imperial Valley Economic Development Corporation (IVEDC) was awarded the Economic Development Promotions Award of Merit by the California Association of Local Economic Development (CALED). It was presented to Timothy E. Kelley, President/CEO of IVEDC, at the CALED Annual Conference in Monterey, CA on May 03, 2007. IVEDC was recognized for its outstanding efforts and achievements in economic development advertising, marketing and promotion of the Imperial Valley Enterprise Zone (IVEZ).

IVEDC is contracted by the IVEZ for the purposes of marketing the enterprise zone. The distribution of marketing materials to firms and investors outside of Imperial Valley in trade shows, as well as the internal promotion of the enterprise zone to local business and stakeholders, is IVEDC's main contribution to the IVEZ. "The IVEDC has played an integral part in the promotion of the zone outside the Valley and raising the awareness within the Valley. The cooperation and support received has been a key success factor for the zone," says IVEZ Manager Alison Ricker.

IVEZ has been successful in attracting and retaining industrial manufacturing companies, as well as commercial and professional

services for the purpose of job creation. Through the utilization of enterprise zone benefits, IVEZ was able to attract Forestone, a major manufacturing company, retain Intelitrus, another manufacturing company that had plans to leave Imperial Valley, among other achievements.

Present at the awards ceremony were Timothy E. Kelley, Deborah Harold of El Centro Redevelopment Agency, Jurg Heuberger and Esperanza Colio of Imperial County Planning & Development Services.

For the full article please visit [www.ivedc.com](http://www.ivedc.com).

## Imperial County experiences highest growth in state

May 3, 2007—Imperial County had the highest percentage population growth in California from 2006 to 2007, the state Department of Finance said in a report this week.

Fueled by a booming housing construction

industry in 2006, Imperial County's population went from 167,026 to 172,672, a 3.4 percent increase over the year.

Now county officials want to ensure that growth is sustained even as the housing industry slows.

At least one local official voiced concern those who moved to the Valley for construction jobs may start to leave as the industry ebbs.

"I think we are on the cusp of a real economic boom, but it is going to take an effort to sustain that economic growth," said county Board of Supervisors Chairman Larry Grogan. "The last thing we want is a default in growth."

The fastest-growing city in the Valley is Imperial, which also was named the second-fastest growing city in the state, with a 16.6 percent increase in population, the Department of Finance population report says.

Source: *Imperial Valley Press*

For the full article please visit [www.ivedc.com](http://www.ivedc.com).

Economic Indicator	
Population Estimates Jan. 2007	
County Total	172,672
Brawley	25,694
Calexico	37,552
Calipatria	7,773
El Centro	42,071
Holtville	6,299
Imperial	11,852
Westmorland	2,372
Unincorporated	39,059
Incorporated	133,613



### SAVE THE DATE:

#### September

- 13 Board of Directors Meeting
- 20 Imperial County Centennial Celebration Dinner

#### November

- 1 Annual Dinner & Meeting
- 2 Government Contractors Expo

For details, please visit [www.ivedc.com](http://www.ivedc.com).

### INSIDE THIS ISSUE:

- IVEDC Wins CALED Award..... 1
- IC Experiences Highest Growth..... 1
- Gas Co. Rebates, Incentives..... 2
- Save the Date ..... 1
- New Investors..... 1-2
- Renewing Investors..... 2
- Project Status..... 2

### NEW INVESTORS:

#### Platinum

- Imperial Valley Press
- KSWT-Channel 13
- Wells Fargo Bank CDC

#### Gold

- Barioni Lakes Estates, LLC
- Salton Sea Authority
- Southern California Gas Company
- Union Bank of California

#### Silver

- James K. Graves
- City of Brawley

#### Bronze

- Building Industry Association-Desert Chapter
- Capstone Advisors
- Desert Security Services
- Financial Title

# Gas Co. offers record setting \$10 million in energy rebates, incentives

LOS ANGELES, Dec. 29, 2006—Southern California Gas Company (The Gas Company) is encouraging its business customers to apply for more than \$10 million in energy-efficiency rebates and incentives reserved for them in 2007—the highest level of funding for such programs in its 140-year history.

“These rebates and incentives are only the beginning,” said Mark Gaines, The Gas Company’s director of customer programs. “Participating businesses save much more money by using less fuel.”

The Gas Company’s funding for rebates and incentives is at a record high because energy efficiency plays a critical role in meeting the state’s energy needs and helping the environment, Gaines added.

The \$10 million is available through the following programs:

- Express Efficiency Program, which offers up to \$200,000 per customer per year for retrofits on a broad range of qualifying commercial equipment—including boilers, pipe and tank insulation, steam traps, residential washers for commercial (non-coin-op) use, and instantaneous and storage water heaters;
- Custom Process Improvement and Process Equipment Replacement programs, which offer up to \$25,000 per customer, per year, for improving business processes and installing energy-efficient equipment;
- Energy-Efficiency Grant Program, which provides up to \$300,000 per customer, per year, on qualifying large energy-efficient equipment retrofits and/or process redesigns;
- Food Service Equipment Rebate Program, which offers up to \$25,000 per account, per year, on qualifying ovens, fryers, griddles and other commercial cooking equipment;
- Savings By Design program, which improve energy efficiency for customers that design new facilities, expand existing facilities or change business processes;

- \$770,000 in incentives from the Advanced Home program, which encourages energy-efficient residential construction.

Qualifying business customers can take advantage of these programs by visiting: [www.socalgas.com/energyefficiency](http://www.socalgas.com/energyefficiency), calling 1-800-GAS-2000 or contacting their account representatives.

The Gas Company’s energy-efficiency programs for business and residential customers in 2006-2008 have a goal of saving about 58 million therms of natural gas—enough energy to serve about 107,000 homes for a year.

Source: The Gas Company

For the full article please visit [www.ivedc.com](http://www.ivedc.com).

## RENEWING INVESTORS:

### Quarter 1

Development Design & Engineering, Inc.  
Horton, Knox, Carter & Foote  
Manpower  
Nolte & Associates  
Palo Verde Valley Disposal  
Sun Community Federal Credit Union  
Tyler Insurance Agency  
City of Calexico  
City of Westmorland

Linda Real Estate  
Stewart Title of California  
El Centro Regional Medical Center  
At Vantage Group  
City of El Centro  
Rabobank  
County of Imperial  
Imperial Irrigation District

### Quarter 2

Development Management Group  
Mesquite Regional Landfill  
Wells Fargo Bank, N.A.

BJ Engineering & Surveying, Inc.  
NUDAIRY One, Inc.  
Green Century Industrial Corporation

## PROJECT STATUS REPORT: 2nd Quarter To Date

Project Name	Industry	Status
Roofing Manufacturer	Manufacturing	IVEDC is resubmitting proposals for client review
Distribution Center	Distribution	Client working directly with real estate brokers
Renewable Energy Facility	Renewable Energy	Client working through critical issues
Energy Generation	Renewable Energy	Client reviewing site locations
Sports Training Facility	Recreation	Client in negotiations
Ag. Food Processing	Food Processing	Client conducted site visit
Apparel Distribution Center	Distribution	No 700,000 ft <sup>2</sup> building in region
Energy Equipment Manufacturer	Manufacturing	Client in negotiations



1224 State Street, Suite C  
El Centro, CA 92243

PO Box 3005  
El Centro, CA 92244

(760) 353-8332 Phone  
(760) 353-9149 Fax

[www.ivedc.com](http://www.ivedc.com)

## NEW INVESTORS (cont.):

**Bronze**  
Frank Salazar  
Imperial Printers  
Kiner Communications  
Manpower  
Northwestern Mutual Financial Network  
Palo Verde Valley Disposal Service  
Petra Geotechnical  
San Diego County Water Authority

## EXECUTIVE COMMITTEE:

**Chairman**  
Thomas Topuzes | Thomas Topuzes & Associates

**Vice Chairman**  
Marlene Best | City of Imperial

**Secretary**  
Jurg Heuberger | County of Imperial

**Chief Financial Officer**  
Jesus Escobar | Rabobank

**Past Chairman**  
Andy Horne | County of Imperial

**Member At Large**  
Lanny Foote | Horton, Knox, Carter & Foote

**Member At Large**  
Ruben Duran | City of El Centro

**Member At Large**  
James Hanks | Imperial Irrigation District

**Member At Large**  
Dave Leone | Imperial Valley Press

**Member At Large**  
Andy Wyatt | KSWT-Channel 13

**Member At Large**  
Rick Gonzalez | Wells Fargo CDC

## STAFF:

**President/CEO**  
Timothy E. Kelly | [tim@ivedc.com](mailto:tim@ivedc.com)

**Project Coordinator**  
Eusebio Arballo | [sebio@ivedc.com](mailto:sebio@ivedc.com)

**Marketing Coordinator**  
Yvette Trost | [yvette@ivedc.com](mailto:yvette@ivedc.com)

**Research Analyst**  
Angel Hernandez | [research@ivedc.com](mailto:research@ivedc.com)

**Business Development Analyst**  
Josefat Mendoza | [admin@ivedc.com](mailto:admin@ivedc.com)