

MARKET UPDATE

POPULATION GROWTH

| | 1990 | 2000 | 2010 | 2013 |
|-----------------|------------|------------|------------|------------|
| California | 29,950,111 | 33,871,648 | 37,223,900 | 38,204,597 |
| Madera County | 89,014 | 123,109 | 150,749 | 153,045 |
| Fresno County* | 671,660 | 799,407 | 929,758 | 958,866 |
| Merced County** | 179,812 | 210,554 | 255,399 | 263,026 |

*COUNTY 15 MIN. SOUTH OF MADERA
**COUNTY 15 MIN. NORTH OF MADERA

COMMERCIAL REAL ESTATE

| | Price Per Sq. Ft. | Sales Price |
|------------------------|-------------------|-------------|
| Industrial | \$0.19–0.46 | \$25–75* |
| Retail—Shopping Center | \$0.75–3.00 | |
| Retail—Downtown | \$0.40–0.90 | |
| Office | \$0.80–2.00 | |

* BUILD TO SUIT; DEPENDING ON AMENITIES



LAND SALES PRICE

| | Price Per Sq. Ft. |
|---------------------|-------------------|
| Industrial * | \$0.50–3.50 |
| Retail/Commercial * | \$2.50–5.50 |

* IMPROVED

AVERAGE HOME PRICE

| | |
|----------|-----------|
| New | \$174,744 |
| Existing | \$159,000 |

AVERAGE RENTAL RATES

| | |
|----------------------------------|---------|
| Apartments (2 BR, 2 BA) | \$861 |
| Single Family Homes (3 BR, 2 BA) | \$1,251 |

INDUSTRIAL BASE AND VACANCY

| Total Base (Sq. Ft.) | Vacancy (Sq. Ft.) | Vacancy Rate |
|----------------------|-------------------|--------------|
| 7,042,114 | 85,564 | 1.22% |



Madera County Economic Development Commission
2425 W. Cleveland Avenue, Suite 101, Madera, CA 93637



Madera County ...

*where nature's treasures, friendly people,
and commerce connect.*



Real Estate Update 2014



CONTACT MADERA COUNTY EDC:

OFFICE (559) 675-7768
FAX (559) 675-3252
EMAIL info@maderacountyedc.com
WEB www.maderacountyedc.com

NEW & EXPANDING INDUSTRY 2012-2013

NEW MANUFACTURING COMPANIES

| Company | Type of Business | Total Area | Employees |
|-----------------|----------------------|----------------|-----------|
| Harris Farms | Almonds | 250,000 sq.ft. | 10 |
| Paramount Farms | Pistachio Processing | 250 acres | 90 |
| A&S Metals | Recycling | 25,000 sq.ft. | 15 |
| Madera Quarry | Granite | 135 acres | 35 |

MAJOR EXPANSIONS

| | | | |
|-------------------------------|-----------------|----------------|-----|
| Ready Roast Nut Co. | Nut Processing | 120,000 sq.ft. | 85 |
| Madera Co Office of Education | Education | 48,000 sq.ft. | 100 |
| Madera Co Jail Expansion | Public Services | 102,000 sq.ft. | 100 |

TOP NON-MANUFACTURING EMPLOYMENT 2013

| Company Name | Product or Service | Employment |
|---------------------------------|-----------------------------|------------|
| Children's Hospital Central CA | Medical Services | 2,500 |
| State of California | State Government Services | 2,400 |
| Madera Unified School District | Education | 2,139 |
| Chukchansi Gold Resort & Casino | Entertainment Facility | 1,126 |
| County of Madera | County Government Services | 1,188 |
| Madera Community Hospital | Medical Services | 936 |
| U.S. Government | Federal Government Services | 300 |
| City of Madera | City Government Services | 310 |
| Sierra Tel Communication Groups | Telecommunications | 256 |
| Span Construction & Engineering | Construction | 150 |

TOP MANUFACTURERS 2013

| Company Name | Product or Service | Employment |
|--|----------------------------|------------|
| Constellation Wines | Wine | 400 |
| Verallia (formerly Saint Gobain Container) | Glass Bottles | 350 |
| Brake Parts Inc. | Motor Vehicle Brake System | 243 |
| Baltimore Aircoil Company | Cooling Systems | 242 |
| CertainTeed Corporation | Fiberglass Insulation | 154 |
| JBT FoodTech | Food Processing Machinery | 143 |
| Evapco West | Cooling Units | 140 |
| Warnock Food Products | Snack Food | 130 |
| Georgia-Pacific Corp. | Corrugated Boxes | 125 |
| Oldcastle Enclosure Solutions | Concrete Vaults | 100 |
| Azteca Milling | Corn Milling | 100 |

UNEMPLOYMENT RATE



WHY IS MADERA COUNTY THE "PERFECT LOCATION"?

- Logistical Accessibility, located in the center of CA with easy access to state Hwy 99 and a short distance from Interstate 5.
- A skilled workforce with a strong work ethic.
- Affordable housing.
- Streamlined Government that moves projects quickly through a fast-track process.
- Available land ranging from ½ acre sites to 300 acres.
- Madera County's "Market Area" is an estimated 200,000 people.
- A solid educational system, from kindergarten through university levels.
- Two Master Planned Communities will be breaking ground in 2014 with plans to build over 3,000 homes.
- A play where you work atmosphere with some of the best outdoor recreational areas in the world.

INDUSTRY FACTS

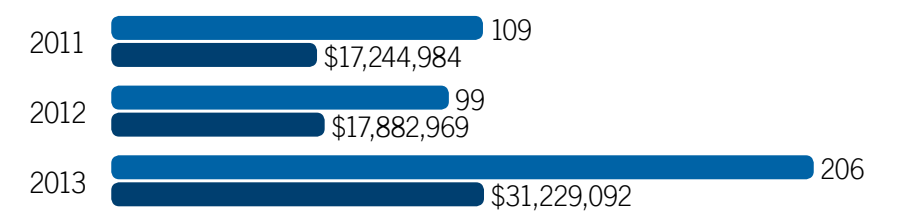
- Agriculture is Madera County's #1 industry, the gross value of Madera County agricultural commodities is over 1.5 billion. The top three crops are almonds, grapes, and milk.
- Madera County's location in the world's most productive agricultural region makes it a natural choice for food Processing and ag-related manufacturers.
- Madera County is home to over 100 manufacturing companies.
- Madera County's industrial base is over seven million square feet.
- The two largest manufacturers in Madera County are:
 - Constellation Brands, bottling 10 million cases of wine annually.
 - Verallia, a one million square foot glass plant that uses 800 tons of melted glass per day to produce wine bottles.

INDUSTRIAL VACANCY RATE

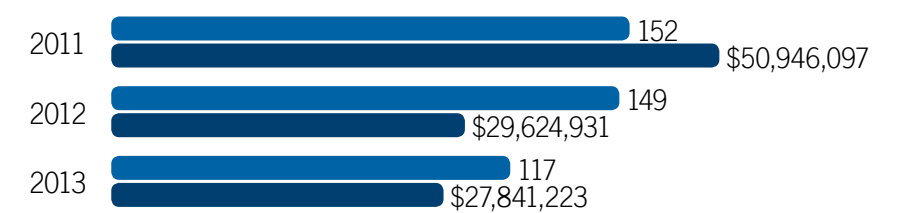


BUILDING PERMIT ACTIVITY (COUNTY-WIDE)

SINGLE FAMILY HOMES



COMMERCIAL PERMITS



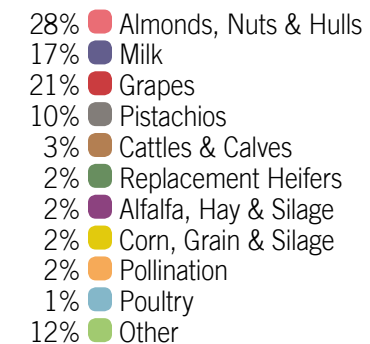
SOURCE: CONSTRUCTION MONITOR

EMPLOYMENT BY INDUSTRY 2012



SOURCE: STATE OF CALIFORNIA EDD. * GOVERNMENT EMPLOYMENT STATISTICS INCLUDE THE 2,300 EMPLOYEES AT TWO STATE PRISONS AND DUE TO ITS SOVEREIGN NATION STATUS, CHUKCHANSI GOLD RESORT AND CASINO'S 1,450 EMPLOYEES.

CROP PRODUCTION 2012



Gross value of county agricultural commodities: \$1,739,411,000.