

TUOLUMNE COUNTY BUSINESS RESOURCE GUIDE



Expand your
work-life balance!

YOUR PARTNER IN BUSINESS

The County of Tuolumne is here to serve consumers and business owners in the community.

As a county, we encourage entrepreneurship and expansion by helping to connect your business to valuable resources, associations or financing. We are dedicated to helping your business thrive.

This guide is intended to serve as your gateway to doing business in and with Tuolumne County.



This guide is not all-inclusive and the criteria to qualify for some programs or services discussed in it may change after its release. The purpose of this guide is to provide an overview of the programs and services that may be available to qualifying businesses in the County of Tuolumne. Not all programs may be available to all businesses. The information in this guide is not a substitute for legal counsel. The information in this guide does not override any information provided by the department administering the program or service.

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ECONOMIC INDICATORS

POPULATION
53,899

MEDIAN HOUSEHOLD INCOME
\$58,776
7% GROWTH

MEDIAN HOME VALUE
\$273,500

TOTAL TRAVEL SPENDING (\$MILLION)



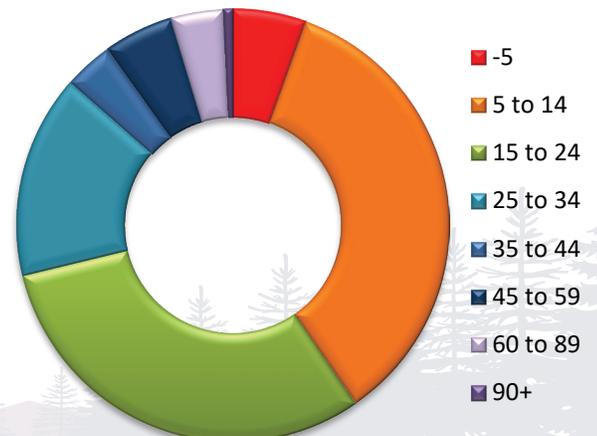
INDUSTRY MIX



POPULATION BY AGE (AGE IN YEARS)



TRAVEL TIME TO WORK (MINUTES)



BUSINESS IN ACTION



TESTIMONIAL

"Tuolumne County is an amazing place for Adventist Health Sonora to call home. Our organization fosters a strong family culture where associates can depend on one another in every aspect of work and life. That sense of family stems not only from the culture at Adventist Health Sonora but from the strong sense of community across the county. We have the privilege to care for an amazing population in one of the most beautiful areas in the country. With mountain trails, vast lakes and wild and scenic rivers, our associates have countless recreational opportunities just minutes away. People choose to join our team for the excellent workplace, wonderful community and beautiful region that allows our associates to work where they play."

Adventist Health

BUSINESS IN ACTION



TESTIMONIAL

"Our state-of-the-art Westside Pavilion has attracted thousands of visitors to Tuolumne County to benefit the local economy. In just two years, the Black Oak Concert Series has drawn multi-platinum artists from all music genres, including Smokey Robinson, Snoop Dogg, Brantley Gilbert and Peter Frampton. Our unique setting in the Sierra Nevada foothills allows us to offer an entertainment experience on par with – or exceeding – anything else in the region. We're proud to help put Tuolumne on the map as a must-see destination."

Black Oak Casino Resort

TRAFFIC COUNT



AHEAD PEAK MONTH



Ahead peak month is the Average Daily Traffic (ADT) for the month of heaviest traffic flow. This data is obtained because on many routes, high traffic volumes which occur during a certain season of the year are more representative of traffic conditions than the annual ADT.

QUALITY OF LIFE INDICATORS



1.48 Million acres of forest land



36 Areas of instruction & 400 sections
each semester at Columbia College



Dual enrollment for local high school students



Drive time to major cities

2 ½ to San Jose and Downtown San Francisco
2 Hours to Sacramento



1000s of miles of trails



156 Lakes



259 Days of sun



2 General aviation airports

OPPORTUNITY INVESTMENT ZONES

Opportunity Zones are a community development program established by Congress in the Tax Cuts and Jobs Act of 2017 to encourage long-term investments in low-income urban and rural communities nationwide. The Opportunity Zones program provides a tax incentive for investors to re-invest their unrealized capital gains into Opportunity Funds that are dedicated to investing into Opportunity Zones.

TUOLUMNE COUNTY

■ OIZ



EXAMPLE: If a business owner in San Francisco sells their Oakland property for \$800,000 with an original purchase price of \$300,000, this individual could owe up to 20% or \$100,000 in taxes to the government from the capital gain tax. However, if this individual decides to invest the remaining \$500,000 of capital gains into an Opportunity Investment Zone this individual could have their capital gain taxes reduced by 15% and not pay their tax bill for 10 years. Additionally, any capital gains collected from the investment after 10 years would incur no future capital gains tax levied. Thus, if the individual sold his business and office complex in 10 years with a 15% Return on Investment, this business owner effectively keeps \$415,000 of tax deferred gains.

- **\$800,000**
Sell Oakland Property
- **\$300,000**
Original Purchase Price of Property
- **\$500,000**
Capital Gains from Equity eligible to invest into a business in an OIZ
- **Use of Capital Gains**
- **\$200,000**
Purchase 2000 sq ft office in Groveland with Capital Gains
- **\$300,000**
Invest in New Equipment & Office Property with Remaining Capital Gains
- **After 10 Years of Business in OIZ**
- **\$2,500,000**
Sell Business and Office for annualized 15% ROI
- **\$85,000**
Taxes due on Original Investment in OIZ after 10 years
- **\$0**
Taxes due on Subsequent Returns of Business

TAXES DEFERRED

\$15,000

Taxes Deferred on Initial Investment in OIZ

\$400,000

Taxes Deferred on Returns of Business earned in OIZ

\$415,000
TOTAL TAXES DEFERRED

SAVE BY MOVING BUSINESS

RENTAL PRICE COMPARISON PER YEAR

OFFICE LEASE \$/SQ FT

TUOLUMNE COUNTY	\$14.69
DUBLIN	\$24.24
SAN JOSE	\$29.09
OAKLAND	\$32.42
SAN FRANCISCO	\$80.22

RETAIL LEASE \$/SQ FT

TUOLUMNE COUNTY	\$12.00
DUBLIN	\$26.24
SAN JOSE	\$32.18
OAKLAND	\$26.64
SAN FRANCISCO	\$46.44

INDUSTRIAL LEASE \$/SQ FT

TUOLUMNE COUNTY	\$5.35
DUBLIN	\$11.23
SAN JOSE	\$15.70
OAKLAND	\$12.84
SAN FRANCISCO	\$25.55

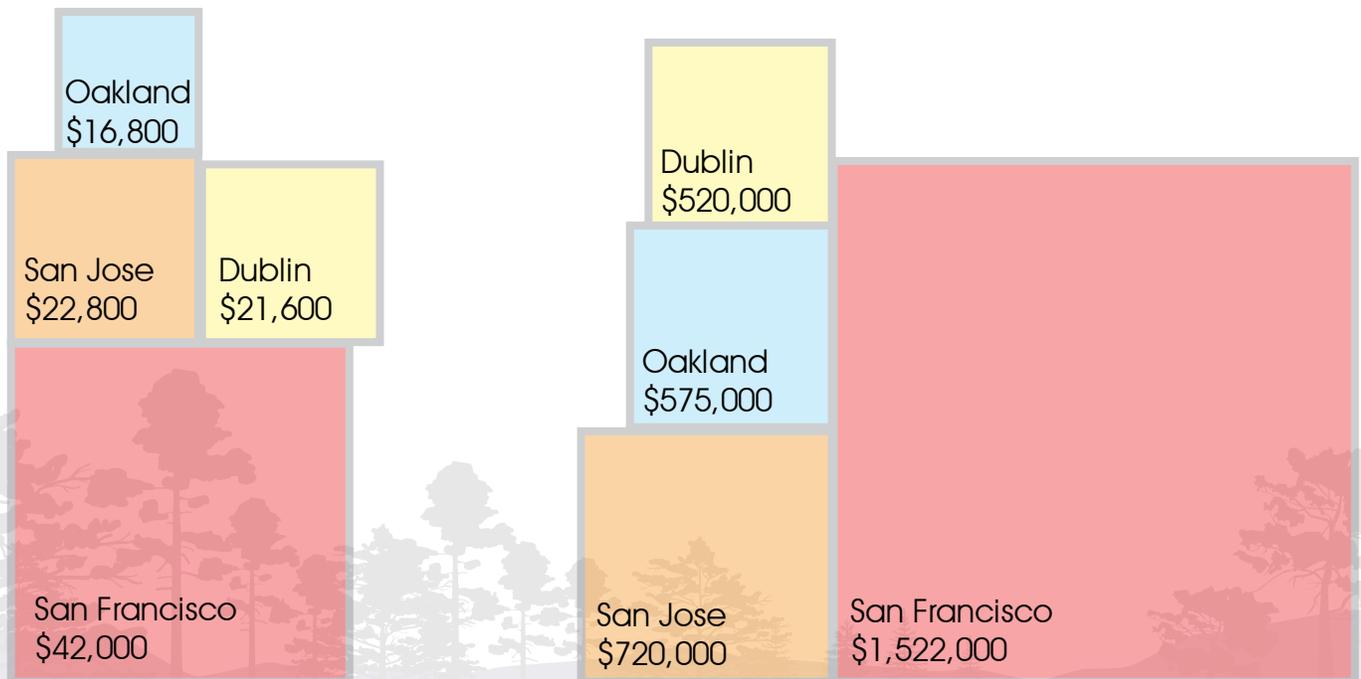
LIVING PRICE COMPARISON

3 BED APARTMENT

Annual Rental Savings
Compared to Tuolumne County

3 BEDROOM HOUSE

Average Purchase Savings
Compared to Tuolumne County



Data provided via Tuolumne County Association of Realtors, Loopnet, and Trulia

BUSINESS INCENTIVES

Local Income and Payroll Tax Benefit

Tuolumne County does not charge a payroll, income or gross receipts tax.

Utility Tax Benefit

Tuolumne County does not charge a utility tax. Savings range from 5%-11% on a businesses monthly bill for utility services, such as electricity, gas, water, sewer, and/or telephone.

Business License Benefit

Tuolumne County does not charge a business license fee.

STATEWIDE TAX INCENTIVES

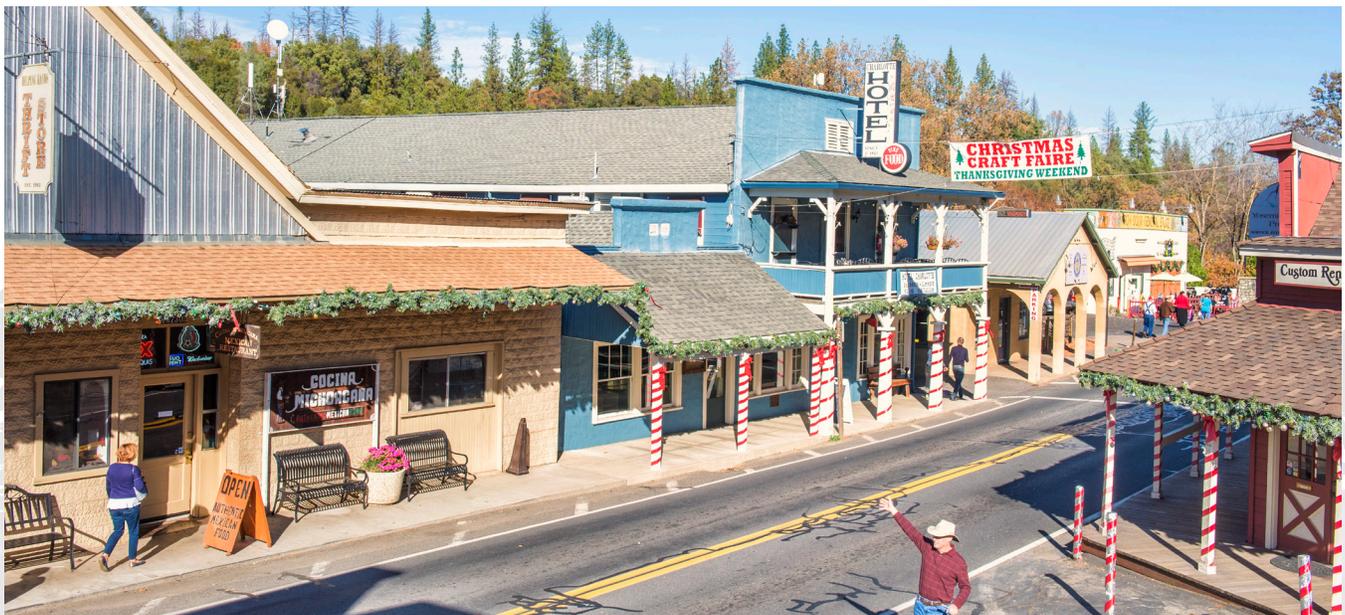
Please request a worksheet on all statewide tax incentives available within Tuolumne County.

Customized Incentives

Tuolumne County offers customized incentives to prospective companies looking to expand or locate into Tuolumne County, upon request.

Pacific Gas & Electric (PG&E)

PG&E has an array of incentives for businesses to reduce their electricity usage and has an economic development rate to help grow jobs in California. PG&E has several loan and incentive programs to help its customers drive efficiency based upon the needs of their customers and their industry sector.



DEVELOPER INCENTIVES

Deferral of County Impact Fees until Final Certificate of Occupancy

County of Tuolumne offers an interest-free fee deferral program for residential, commercial and industrial projects. Developers may request to defer the payment of impact fees until issuance of a Certificate of Occupancy, rather than at the time of building permit issuance.

County Mitigation Fee Program

The Tuolumne County Ordinance Code provides a credit towards the Traffic Impact Mitigation Fee (TIMF) to developers who provide transportation improvements, donations, facilities or dedication of land that are included in the Countywide Traffic Circulation Improvement Program. Commercial, industrial and recreational developments are exempt from the County Services Impact Mitigation Fee.

Additionally, a developer may prepare a traffic study to identify a development's traffic impacts to implement mitigation measures rather than paying the TIMF.

These incentives provide a substantial savings for businesses that are in, or planning to locate in, our community.



BUSINESS IN ACTION



TESTIMONIAL

"Tuolumne County offers an attractive place for our company to run our operations. The county's business friendly environment along with being a world class region to live work and play makes for a perfect scenario to locate a business."

Sierra Pacific Industries

BUSINESS SERVICES AVAILABLE

TECHNICAL ASSISTANCE & SEMINARS

The Valley Sierra Small Business Development Center (SBDC) promotes the development, growth and success of small business and aspiring entrepreneurs throughout Tuolumne County. Whether you want to start, grow, transition or innovate your business, the Valley Sierra SBDC provides expert confidential, no cost consulting and low or no cost trainings. Consulting includes business start-up, marketing, business planning, management, financial analysis, social media and funding assistance. Trainings include business start-up, social media, QuickBooks, and more.

BUSINESS & EMPLOYEE RETENTION

Mother Lode Job Training (MLJT) is your resource if you're hiring. MLJT can provide pre-screened, qualified candidates and a high-traffic place to list job openings. Their team of business service representatives, will offer in-depth analysis of your unique needs and industry demands, does the time-consuming search and discovery work and your business profits from it.

The MLJT team can pre-screen qualified candidates and conduct background checks to find the person or persons that best fit your business needs. You may be eligible to receive subsidized employment, where MLJT will pay a portion of an employee's wages, while they are employed by you.

Through the America's Job Centers of California, located at the Mother Lode Job Training center, workshops are held to help businesses understand new laws that may affect them at the national, state and local level. Some topics include workers compensation, wage violations and minimum wage laws and understanding unemployment insurance.



mljt.org
209-588-1150



www.ValleySierraSBDC.com
209-422-6416

CONTACT INFO

Tuolumne County Innovation and Business Assistance

Cole Przybyla, DIRECTOR

2 S. Green St., Sonora CA 95370

209-533-6598



Photos courtesy of Visit Tuolumne