



Sacramento Area Commerce and Trade Organization 2008 Highlights

SACTO welcomed and honored eleven companies that have located or expanded in the Sacramento Region in 2008 at its annual Salute to New Industry event.

Contributions of Honored Companies:

(11 SACTO-assisted company locations/expansions)

- 1,800 new direct jobs
- \$736 million in capital investment

Ripple Effect*:

- Over 4,000 jobs
- \$817 million in output
- \$263 million in employee compensation

- Nine of the 11 companies can be classified as high value, supporting over 98 percent of the total honored companies' employment. High-value job creation allows the region to shift economic emphasis to high-quality, high-wage jobs and increased levels of investment for the region.

Clean Energy Technology Companies:

(a subset of honored companies)

- 1,600 new direct jobs
- \$633 million in capital investment

Ripple Effect*:

- Over 3,600 jobs
- \$747 million in output
- \$241 million in employee compensation

- Six of the 11 companies fall within the clean energy technology sector, accounting for nearly 90 percent of the total jobs supported by the honored companies. Business attraction efforts focused on the clean energy sector are clearly paying dividends, and with nearly 60 percent of SACTO prospects now in this sector, this trend is expected to continue.

* These companies will produce a ripple effect in the Sacramento Region's economy as a result of the linkages that occur between their activities, suppliers of goods and services, and consumer spending.

Honored Companies

AdvancedDataCenters



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This San Francisco-based data center company chose to locate its 500,000 square foot energy-efficient facility at McClellan Park. The region was selected for its seismic stability and affordable power that are essential to storing the company's critical IT infrastructures.

When this wholesale distributor of renewable energy products was looking for a new headquarters location, they wanted a progressive and environmentally friendly city that attracts high-caliber talent. The Sacramento Region met the criteria and also offered a transportation infrastructure that allows for efficient and convenient access to their customer base.

After an exhaustive search of possible locations within the Sacramento Region, as well as outside the region and the state, this worldwide automotive services firm chose to remain and expand into larger facilities in Elk Grove. The company's already established high-quality workforce and ongoing support from regional organizations influenced their decision.

When this Philadelphia-based private university decided to expand the reach of its unique brand of education into other markets, the Sacramento Region's fast-growing population and innovation economy were perfectly aligned with its expansion strategy. The decision to establish a Center for Graduate Studies in downtown Sacramento was also driven by the support they received from the region's community, business, and education leaders.

This Belgium-based renewable energy company chose to locate its national headquarters in the Sacramento Region because of its state capital location and California's renewable energy mandates and solar power incentives. Affordable access to urban amenities at its midtown location, a talented workforce, and the region's position and growth in the clean technology sector were also factors.

Based in Southern California, Frontier Wind chose the Sacramento Region as the site for its research and development facility due to regional resources such as the California Wind Energy Collaborative, a partnership of the University of California and the California Energy Commission, located on the UC Davis campus. Innovators in the wind industry, the company developed the first commercially proven variable length blade.

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This market leader in backpack technology for more than 30 years chose to relocate its head-quarters from Southern California to Sacramento to be rooted in an area more suited to foster company values, culture, and goals focused on outdoor lifestyles and sustainability. The region's affordability and excellent quality of life were also important factors for employee retention and recruitment.

On the cutting edge of the production of photovoltaic panels for solar farms, this company chose the Sacramento Region for its solar panel manufacturing plant. The location decision was based on proximity to its Bay Area headquarters, convenient access to key markets and state policy-makers, high-quality workforce, and relative affordability.

Sacramento has been the headquarters location for Siemens Transportation Systems, the number one manufacturer of light rail vehicles in North America, since 1984 and is now home to the headquarters of Siemens Mobility. The mobility division provides integrated solutions for urban transportation and logistics. This new headquarters combined with Siemens's current manufacturing facility expansion greatly increases the company's presence in the region and allows for more efficient delivery of its products and services.

A subsidiary of German solar power company SMA Technologie AG, SMA America is the largest supplier of solar inverters in the world. The expansion and relocation of its only U.S. facility and national headquarters to Rocklin positions the company to take advantage of the rapid growth of solar in California and provides convenient access to West Coast markets. The retention of valued employees was an important factor in choosing a location, making the livability of the region a key consideration.

As a leading manufacturer and worldwide wholesale distributor of ladders and scaffolding products, access to the company's customer base was critical in deciding where to locate its West Coast facility. After considering numerous locations from Colorado west, the Sacramento Region was chosen for its central location, transportation infrastructure, qualified workforce, and superior quality of life.

Grow From Within: SACTO Supports UC Davis *Little Bang!* Competition



For the fourth consecutive year, SACTO and its Board of Directors have supported the UC Davis Center for Entrepreneurship's *Little Bang!* Business Plan Competition as part of SACTO's "Grow From Within" initiative focused on the development of homegrown headquarter and high-value companies.

The *Little Bang!* Competition provides an opportunity for undergraduates, graduate students, and postdoctoral scholars to develop business concepts that showcase the research and technologies originating in UC Davis laboratories.

SACTO Board member companies have provided financial and technical assistance—yielding the following results:

- Sixty-three teams have competed in the *Little Bang!* Business Plan Competition
- Approximately half have successfully competed in the *Big Bang!* Competition hosted by the UC Davis Graduate School of Management
- Eight of the 12 *Big Bang!* finalists in the past two years have originated in the *Little Bang!* Competition
- Seven have founded their own companies in our region
- Of these, four have secured rights to commercialize the UC Davis technology involved, and two have concluded initial funding rounds

External Marketing and Public Relations:

SACTO's targeted communications strategies focused on creating a first-tier image of the region have resulted in:

- Over 37 million print and online impressions
- Articles have appeared in top-tier national and international publications such as:
 - *BioTech Nation*
 - *CNBC Europe*
 - *CNN Money*
 - *Economic Daily of China*
 - *Finanz und Wirtschaft (Finance and Business)*
 - *New York Times*
 - *WorldTrade*
 - *And many others*

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