

## China Trade Mission

### Tejon Showcases Industrial Complex to Chinese Exporters

Tejon Ranch Company, a member of the California Chamber of Commerce, describes its vision for the future of Tejon Ranch as “Preserving California’s Legacy and Providing for California’s Future.”

A key part of that vision is Tejon Industrial Complex (TIC), the company’s industrial/commercial center located at the junction of Interstate 5 and Highway 99 in Kern County. TIC is a leading job generator for the southern San Joaquin Valley, and has been identified by the Chinese as an ideal location for direct foreign investment in California.

For more than a year, Tejon Ranch has been actively engaged with a number of Chinese companies looking to move their operations into the United States, creating direct investment in California’s economy and new jobs for Californians. The Chinese Consulate General has toured TIC and has obtained approvals for Chinese companies to do business with Tejon.

During Governor Arnold Schwarzenegger’s trade mission to China in November (see December 2 *Alert*), Tejon Ranch officials met in Shanghai with nearly 100 chief executive officers from major Chinese companies that are already exporting goods to the United States.

“We had a very successful meet-



Robert A. Stine, president and chief executive officer of Tejon Ranch Company, Lebec, joins Governor Arnold Schwarzenegger following the Tejon Ranch presentation in Shanghai during the recent trade mission to China.

ing,” said Robert A. Stine, president and chief executive officer of Tejon Ranch Company. “We’re currently negotiating with two companies and many others have expressed interest in locating distribution and manufacturing facilities in California, and we believe Tejon Industrial Complex is the perfect location for them as well,” he added.

“We got an extra boost when the Governor arrived and spent several minutes extolling the virtues of California and encouraging the audience to do business here,” Stine said.

Chinese businesses have expressed several reasons for their interest in TIC:

- First is TIC’s location, with its access to ports (Los Angeles/Long Beach

and Oakland) and direct freeway access.

- Second is Tejon’s pending Foreign Trade Zone designation, with 80 acres already approved at IKEA’s Western Distribution Center, and an additional 500 acres designated in 2006 as part of the Rockefeller Foreign Trade Zone at TIC.

- Finally, the Chinese like the size of Tejon’s landholdings, which would allow multiple Chinese companies to set up business in a single location.

*Future Alerts will highlight activities of other California Chamber member companies that participated in the trade mission to China.*

## Small Businesses Drive California’s Economic Engine

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- Black-owned firms totalled 113,003, up 43 percent;
- Asian-owned firms totalled 372,221, up 19 percent; and
- American Indian/Alaska Native-owned firms numbered 40,541, up 52 percent.

### Regulatory Burden

According to Office of Advocacy research, complying with federal regula-

tions alone costs the nation’s smallest firms \$7,647 per employee each year, 45 percent more than the per-employee costs of larger firms.

The *Profile* is based on 2002 Census Bureau data on percentages of small businesses and 2004 Employment and Training Administration data on total number of employer businesses.

The Office of Advocacy publishes profiles of the United States, the 50 states, the District of Columbia and the

U.S. territories to illustrate the economic condition of U.S. small businesses.

Each state profile contains sections on the following topics: the number of firms, industry composition, small business income, banking, women and minority business ownership, and employment.

To view the entire *California Small Business Profile*, visit [www.sba.gov/advo/research/profiles/05ca.pdf](http://www.sba.gov/advo/research/profiles/05ca.pdf).

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