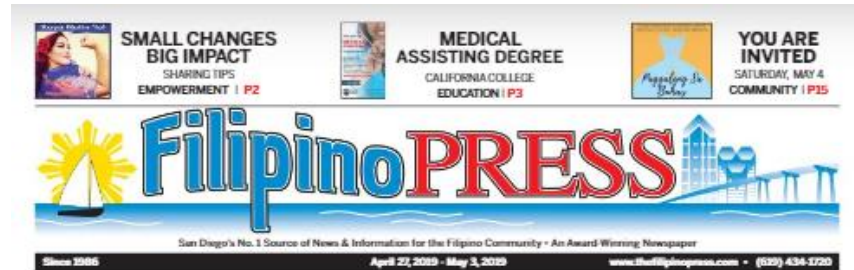


## **Media Relations Recap – April 2019**

### **Media Hits:**

- The Filipino Press “SCEDC Reaches Milestone within their Business Outreach Program” April 27, 2019
- The Daily Transcript “South County EDC Marks 30 Years Helping Local Businesses” April 29, 2019
- El Latino “Fomentar el desarrollo económico de la región, meta de SCEDC con 30 años de ofrecer incentivos y asistencia empresarial en South Bay” May 2, 2019



## PHL, China sign deals on investment cooperation, drug rehabilitation in Beijing

MANILA — The Philippines and China on Thursday signed agreements on promoting investment cooperation and drug rehabilitation efforts as the two nations affirmed their ties and interests in the disputed South China Sea.

Signed during the bilateral meeting between President Rodrigo Duterte and Chinese President Xi Jinping in Beijing over the following:

Cooperation of labor on production capacity and investment cooperation between the Philippines and China.

Non-weapon sanctions protocol for the dangerous drugs abuse treatment and rehabilitation centers project between the government of the Republic of the Philippines and the government of the People's Republic of China.

In a statement, presidential spokesperson Salvador Panela said the four agreements "propel" the two nations to the front of cooperation between the Philippines, National Economic and Development Authority (NEDA), and China's National Development and Reform Commission (NDRC).

Panela said the signed agreement "materially" involves the commercial hardware of the drug treatment facilities in Singapore and Japan and those provided by China through China.

Duterte is in China to attend the second Belt and Road Forum while Malaysia has an opportunity for the Philippines to explore strategic economic relations, including projects under the Belt and Road Initiative and Manila's ambitious "Build, Build, Build" infrastructure program.



PHILIPPINES PRESIDENT RODRIGO DUTERTE (left) and Chinese President Xi Jinping (right) shake hands after their meeting in Beijing on April 26, 2019. Duterte and Xi signed four agreements on investment cooperation, drug rehabilitation, and other areas of cooperation.

The Belt and Road Initiative, launched in 2013, aims to build a growing network of land and sea links with Southeast Asia, Central Asia, the Middle East, Europe and Africa.

The forum provides another opportunity to realize and realize

in order to explore new areas of cooperation and partnership.

The deal called for the expansion of "high-quality and green" projects that were approved during Duterte's visit.

The seven-day visit resulted in the signing of 27 agreements, including the memorandum of understanding on cooperation on all areas of development in the South China Sea.

It was not immediately clear whether the maritime ties were discussed in the bilateral meeting. Duterte is one of the world's most vocal critics of China's claims in the South China Sea.

Duterte said the agreement to provide 1 billion yuan (roughly 1.5 billion dollars) to the Philippines, Malaysia and Thailand, as the two nations offered their support in Beijing.

President Duterte said the deal was signed by Duterte and Xi Jinping during the bilateral meeting. Duterte said the deal was signed by Duterte and Xi Jinping during the bilateral meeting.

The President added the

## Sweetwater Authority wins statewide award for 2018 Securing Our Water Future communications and outreach campaign

SAN DIEGO, CA — On Thursday, April 25, the Sweetwater Authority (Sweetwater) was honored with the 2018 Securing Our Water Future award for its communications and outreach campaign. The award was presented by the California Department of Public Information (CDPI) and the California Department of Water Resources (CDWR). The award recognizes the Sweetwater Authority's efforts in securing our water future through its communications and outreach campaign.

The Sweetwater Authority's communications and outreach campaign was a multi-faceted effort that included a variety of activities, including public hearings, community presentations, and a public open house. The campaign was designed to educate the public about the importance of water conservation and the need for a secure water future.

## SCEDC Reaches Milestone within their Business Outreach Program

The non-profit organization celebrates 30 years of offering incentives and assistance to empower and support the growth of over 1,000 South County businesses



SAN DIEGO, CA — Since its formation in 1989, the non-profit organization South County Economic Development Council (SCEDC) has made it their mission to promote and encourage economic development in the South San Diego County Region. To continue their work within this

# SCEDC Reaches Milestone within their Business Outreach Program

The non-profit organization celebrates 30 years of offering incentives and assistance to empower and support the growth of over 1,000 South County businesses



Aerospace Forum

SAN DIEGO, CA -- Since its formation in 1989, the non-profit organization South County Economic Development Council (SCEDC) has made it their mission to promote and encourage economic development in the South San Diego County Region. To continue their work within this

mission, the Business Outreach Program was created.

South County Economic Development Council launched the Business Outreach Program in 2005 with the intent to help businesses with their concerns and priorities as well as to help South County businesses prosper in an already competitive region. The Business Outreach Program helps the South San Diego Region by reaching out to business owners to inform them of low interest

## SCEDC

*Continued from page 1*

loan programs, employee hiring and training information, tax incentives, and to ensure they are utilizing incentive and assistance programs available to them. South County EDC offers personalized business assistance and goes above and beyond addressing all company needs.

Since its inception, SCEDC has visited thousands of businesses and helped companies retain and/or create more than 8,000 jobs. Through the Business Outreach Program, South County EDC meets with businesses to convey incentives business owners may have in their area. During these business outreach meetings, South County EDC assists businesses with capturing new opportunities and works with businesses to address challenges they may be facing, such as overwhelming traffic or community issues.

Among the many businesses South County EDC has reached out to is SD Commercial, LLC, Natent, real estate developers and investors operating in Otay Mesa. Through SCEDC's efforts, including meetings and various public events, Natent has been able to meet business leaders in both the United States and Mexico and their work has been exposed to various communities within San Diego County and beyond. "SCEDC has helped our businesses by providing us with a network of business owners and political leaders," said David Wick from Natent. "SCEDC has acted as a conduit to reach these individuals on a one-on-one basis to share ideas and vision."

South County EDC has conducted Business Outreach in all communities of South County including Bonita, Otay Mesa, Chula Vista, National City, Imperial Beach, Coronado, San Ysidro and more. Their Business Outreach efforts have literally taken the SCEDC team to walk the streets and knock on doors to continue their work and expand their reach in the communities they aim help.

"South County EDC's Business Visits offer us the volunteers needed to canvas our membership, offering assistance on many levels and helping us ensure a deeper relationship with

our businesses," said Jason Wells from the San Ysidro Chamber of Commerce. "Beyond the normal role of an economic development organization, SCEDC is the glue that binds South Bay and its various politics, players and personalities as an 'us'."

In addition to the outreach efforts to local organizations, SCEDC has conducted many informative events throughout the years to further educate residents of South County, local leaders and business owners. Just to name a few are the Annual Economic Summit (600+ attendees), Accessory Dwelling Units Forum, Cannabis Forum, Opportunity Zones Forum, Aerospace Forum, Disaster Preparedness Forum, Smart Cities Forum, Otay Prison Forum, Otay II Border Crossing Forum, and Enterprise Zone Forum.

Action Drone, Inc. is a testament to the success that these forums have on business leaders and the great relationship that SCEDC fosters with South County businesses. "SCEDC has been a catalyst for our company to be exposed to the right people, groups, or audience," said Darryl M. Anunciado, CEO of Action Drone Inc. By giving businesses such as Action Drone a podium to talk about their work and their ideas, businesses continue to grow through immense exposure and networking.

One of the biggest reasons SCEDC is so important to Action Drone, Inc. and to the many businesses in South County alike is that they encourage businesses to focus on helping others, thus maintaining a business that is easier to navigate in terms of finding a good group of customers, maintaining a good business relationship, and having steady growth. Action Drone, Inc. has now been recognized by several different entities as a group that goes beyond the interest of their students but also the interest of their community. They recently spoke for Chula Vista TEDx to convey the same message of caring for others, which is a message they learned and appreciate greatly from SCEDC's work with them.

"I will always be grateful for SCEDC because of their intention to really help your company," said Darryl M. Anunciado, CEO of Action Drone Inc. "They have no other

agenda besides the growth of your business and that truly shows from the action they take to make sure it does."

This year, South County EDC is celebrating 30 years of continuous support to the South San Diego region. In its first five years, the South County Economic Development Council had 50 members. Today, there are over 500 members.

"As an active member of South County EDC and somebody who has experienced first-hand how SCEDC can have a positive impact on businesses, I invite and encourage all companies in South County to take advantage of the great guidance and assistance SCEDC offers," said Bob Penner, current SCEDC Board Vice Chair and forthcoming Board Chair.

The business-friendly governments of South County, blossoming infrastructure and young, competent workforce are all coming together to create the ingredients for vibrant business growth in San Diego South County. Already home to more than 15 percent of the region's total population, South County's population is projected to grow by an additional 16.7 percent – approximately 85,000 – by 2025. South County's economy is projected to add 12,000 jobs to the subregion by 2025, creating high-paying positions across some of the subregion's most valuable industries, such as computer facilities management services, aircraft manufacturing, and medical centers.

"It's important for us to analyze potential job creation, commit to a higher job retention rate, and offer programs that will aid South County businesses," said SCEDC Board Chair, Doug Kerner. "We're here to help businesses grow and thrive throughout South County and we want to encourage them to take advantage of the many resources and incentives offered to them."

SCEDC is proud to have been part of South County's progress and overall amelioration of the region in the last three decades and hopes to celebrate many more milestones in the years to come.

For more information on South County EDC, visit [www.southcountyedc.com](http://www.southcountyedc.com) or email [scedc@southcountyedc.com](mailto:scedc@southcountyedc.com).

# The Daily Transcript

Established 1882

www.sdtranscript.com

Monday, April 29, 2019

## **South County EDC marks 30 years helping local businesses**

The South County Economic Development Council (SCEDC) is celebrating its 30th year in operation this year.

To support its mission, the SCEDC developed a Business Outreach Program in 2005 with the intent to help businesses with their concerns and priorities as well as to help South County businesses prosper in the competitive region.

"The Business Outreach Program helps the South San Diego Region by reaching out to business owners to inform them of low interest loan programs, employee hiring and training information, tax incentives, and to ensure they are utilizing incentive and assistance programs available to them," the SCEDC stated.

Since its inception, SCEDC has visited thousands of businesses and helped companies retain and/or create more than 8,000 jobs.

Among the many businesses SCEDC has reached out to include SD Commercial, LLC, Natent, real estate developers and investors operating in Otay Mesa.

"SCEDC has helped our businesses by providing us with a network of business owners and political leaders," Natent's David Wick said in a statement. "SCEDC has acted as a conduit to reach these individuals on a one-on-one basis to share ideas and vision."

South County EDC has conducted business outreach in all South County communities, including Bonita, Otay Mesa, Chula Vista, National City, Imperial Beach, Coronado, and San Ysidro.

"South County EDC's business visits offer us the volunteers needed to canvas our membership, offering assistance on many levels and helping us ensure a deeper relationship with our businesses," said Jason Wells of the San Ysidro Chamber of Commerce. "Beyond the normal role of an economic development organization, SCEDC is the glue that binds South Bay and its various politics, players and personalities."

In addition to its outreach efforts, SCEDC has conducted many informative events throughout the years to further educate residents of South County, local leaders and business owners. Just to name a few are the Annual Economic Summit (600-plus attendees), Accessory Dwelling Units Forum, Cannabis Forum, Opportunity Zones Forum, Aerospace Forum, Disaster Preparedness Forum, Smart Cities Forum, Otay Prison Forum, Otay II Border Crossing Forum, and Enterprise Zone Forum.

Action Drone, Inc. is one of the companies SCEDC has helped.

"SCEDC has been a catalyst for our company to be exposed to the right people, groups, or audience," Action Drone CEO Darryl M. Anunciado said. "By giving businesses such as Action Drone a podium to talk about their work and their ideas, businesses continue to grow through immense exposure and networking."

This has been good for the SCEDC as well, the organization said. Today, the council has more than 500 members.

"As an active member of South County EDC and somebody who has experienced first-hand how SCEDC can have a positive impact on businesses, I invite and encourage all companies in South County to take advantage of the great guidance and assistance SCEDC offers," SCEDC's upcoming board chair Bob Penner said in a statement.

Already home to more than 15 percent of the region's total population, South County's population is projected to grow by an additional 16.7 percent -- approximately 85,000 residents -- by 2025, according to SCEDC.

The subregion's economy is projected to add 12,000 jobs by 2025, creating high-paying positions across some of the area's most valuable industries, such as computer facilities management services, aircraft manufacturing, and medical centers.

<https://www.sdtranscript.com/subscriber/sdtstory.cfm?sdtid=978403>



## South County EDC marks 30 years helping local shops

Daily Transcript Staff Writer

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## Land

Continued from page 1

benefits of using of city-owned land for residential development. Ryan prepared an analysis for both rental and for-sale projects.

Ryan reviewed a list of potentially underutilized city-owned parcels, and then selected one for the study based on its parcel size, development potential, and proximity to downtown, employers and mass transit.

The inventory he looked at didn't include lands held by the San Diego Metropolitan Transit System.

Ryan chose a 10-acre, city-owned property at 20th and B streets currently being used for a maintenance yard for city vehicles. It should be noted the project was a hypothetical example, and the property hasn't been proposed for anything other than its existing use.

"With the land at a zero basis, the rent for apartments and price for-sale housing could be produced for substantially less than if the developer would have to pay market prices for the land."

The analysis involved estimating a market value of the for-sale units based on market comparables and a value of the for-rent units based on market comps, market rents, expenses, and capitalization rates.

"At that point, we 'sold' the properties, returning the residual land value to the city and then divided the sale profit 50/50 with the property owner," Ryan said.

As an example of the revenue the city could obtain by contributing this parcel of land, Ryan calculated the increase in value at a rate of 3.0 percent annually for 10 years.

"The total revenue that the city would receive at that 10-year sale totals almost \$30 million," he said. "In addition, they would have received property taxes as well as the initial fees that the city receives on new construction."

councilmembers," Nevin said, adding San Diego Mayor Kevin Faulconer is already on board with the sentiment.

The amount of suitable parcels isn't limitless, however. Nevin noted that only 190 sites were identified as potential housing sites, but only a fraction of those may actually be suitable.

For the report, total project costs are estimated, including construction costs, development fees, professional fees (architect, engineers, etc.), financing costs, on-site and off-site development costs, and a market rate developer profit.

The exhibits showed how the average 1,750-square-foot townhome, without the residual land value, could be sold for \$455,286, or \$260 per square foot – significantly below market-rate housing of a similar type. The estimated market-rate price of similar housing based on its location would be about \$525,000 with the land cost included.

Assuming 20 units per acre on five acres, the for-sale part of the project could generate

of the land in its current use as a maintenance yard. Industrial land values in this part of the city currently range between approximately \$12 and \$18 per square foot based on data provided by Cushman and Wakefield.

Assuming a density of 50 units per acre on four acres and rents of \$2.50 per square foot, the apartment project could generate a residual land value of \$61,286 per unit or about \$12.25 million.

The apartments, absence the cost of land, could be rented for \$2.50 per square foot, which is 50 cents to \$1.00 per square foot less than new downtown apartment units. In this example, the rents would range from \$1,650 a month for a studio to \$2,750 a month for a 2-bed/2-bath unit.

Assuming the apartment developer had to pay for the land, the total per-unit cost climbs to \$372,609. Without having to foot that bill, the developer would have to pay \$311,323.

The proposal would allow the residual land

El Latino “Fomentar el desarrollo económico de la región, meta de SCEDC con 30 años de ofrecer incentivos y asistencia empresarial en South Bay” May 2, 2019



## Fomentar el desarrollo económico de la región, meta de SCEDC con 30 años de ofrecer incentivos y asistencia empresarial en South Bay

Por **Servicios El Latino** - mayo 2, 2019



*SCEDC ha organizado frecuentes foros con los que se busca propiciar el crecimiento y mejor planeación de las empresas del sur de la bahía. Foto-Archivo: Horacio Rentería/El Latino San Diego.*

**SAN DIEGO** – Desde su formación en 1989, la organización sin fines de South County Economic Development Council (el Consejo de Desarrollo Económico para el Sur del Condado, SCEDC, por sus siglas en inglés) se ha comprometido a promover y fomentar el desarrollo económico en la región del sur del condado de San Diego.

La propia organización empresarial informó que “para continuar su trabajo dentro de esta misión, se creó “el Programa de Alcance Comercial y en 2005 lanzó el Programa de Extensión Empresarial, con la intención de ayudar a las empresas con sus preocupaciones y prioridades, así como a ayudar a las empresas del Sur a prosperar en una región que ya es competitiva”.

## **Conexión con dueños de negocios**

Indica que "el Programa de Extensión Empresarial ayuda a la Región del Sur de San Diego contactando a los dueños de negocios para informarles sobre los programas de préstamos con bajos intereses, la contratación de empleados y la información de capacitación, los incentivos fiscales y para asegurarse de que están utilizando programas de incentivos y asistencia disponibles para ellos. South County EDC ofrece asistencia empresarial personalizada y va más allá de todas las necesidades de la empresa".

Y agrega que "desde su inicio, SCEDC ha visitado miles de negocios y ha ayudado a las compañías a conservar y / o crear más de 8,000 empleos"

"A través del Programa de Extensión Empresarial", sostiene, "South County EDC se reúne con empresas para transmitir incentivos que los propietarios de empresas pueden tener en su área. Durante estas reuniones de divulgación comercial, South County EDC ayuda a las empresas a aprovechar nuevas oportunidades y trabaja con (las unidades productivas) para abordar los desafíos que pueden enfrentar, como el tráfico abrumador o los problemas de la comunidad".

"SCEDC ha ayudado a nuestras empresas al brindarnos una red de dueños de negocios y líderes políticos", dijo David Wick de Natent. "SCEDC ha actuado como un conducto para llegar a estas personas en forma individual para compartir ideas y visión".

## **Amplía alcance**

"South County EDC," señala un reporte desarrollado por esa organización, "ha llevado a cabo actividades de extensión de negocios en todas las comunidades del sur del condado, incluidas Bonita, Otay Mesa, Chula Vista, National City, Imperial Beach, Coronado, San Ysidro y más. Sus esfuerzos de Alcance Comercial han llevado literalmente al equipo de SCEDC a caminar por las calles y tocar puertas para continuar su trabajo y expandir su alcance en las comunidades en las que buscan ayuda".

"Las visitas de negocios de South County EDC nos ofrecen los voluntarios necesarios para reunir a nuestros miembros, ofrecer asistencia en muchos niveles y ayudarnos a asegurar una relación más profunda con nuestros negocios", dijo Jason Wells, de la Cámara de Comercio de San Ysidro. "Más allá del papel normal de una organización de desarrollo económico, SCEDC es el pegamento que une a South Bay y sus diferentes políticas, jugadores y personalidades como un" nosotros "."

"Además de los esfuerzos de extensión a las organizaciones locales, SCEDC ha llevado a cabo muchos eventos informativos a lo largo de los años para educar más a los residentes del Condado del Sur, los líderes locales y los dueños de negocios", precisa el reporte.

<https://www.ellatinoonline.com/2019/may/02/fomentar-el-desarrollo-economico-de-la-region-meta-de-scedc-con-30-anos-de-ofrecer-incentivos-y-asistencia-empresarial-en-south-bay/>