

# Economic Development Services

Specialized services to retain, expand and attract



Southern California Edison's (SCE) Economic Development Services (EDS) Team helps guide businesses toward their highest potential by positioning them to create, retain or expand their operations, thereby strengthening the vitality of the regional economy.

## **Business Retention, Expansion and Attraction**

Our regionally-based Project Management Team provides one-on-one assistance to medium and large commercial and industrial customers, including:

- Specialized economic development support
- Connections to economic development service providers and incentive programs:
  - Industrial building and site database
  - Location consulting
  - Location incentives and tax credits
  - Innovative technology
  - Energy efficiency best practices
  - Permit and regulatory assistance
  - Redevelopment project area information
  - Customized training
  - Business advocate assistance from local, county and state agencies

## **Regional Economic Development (RED) Teams**

EDS actively develops collaborative (RED) Team relationships with local stakeholders and senior decision makers from the public and private sector. These contacts help identify the resources necessary to address issues impacting a company's success and growth within SCE's service territory.

## **Economic Development Rate (EDR)**

The EDR program offers rate discounts to eligible business customers who would not remain in, expand, or locate their operations in California but for the EDR discount, either on its own or in combination with other incentives. Subject to calculations specified in the applicable EDR tariff, qualified businesses may receive up to a 12% discount on their electricity rate for a five-year period.

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## Geographic Information Services (GIS) Toolset

The EDS Team has launched an innovative web-based mapping toolset to help you plug into Southern California incentives and resources like never before:

- More than 3,000 available industrial sites and buildings covering the entire region
- A one-stop database, populated with comprehensive demographic and market-related information
- The only GIS-based mapping overlay of existing state and federal tax incentive zones in Southern California

## Products, Services and Analyses

Our Business Development Team focuses on products and services that address our customers' needs through product development, target market analysis, innovative technologies, key industry and cluster development and communications.

## "Shovel-Ready" Sites Pilot Program

EDS sponsored the Shovel-Ready Sites Pilot Program, offering qualified, certified land sites that are virtually "shovel-ready" and relatively risk-free. Now, the certification of a site is performed by the California Department of Real Estate (DRE), who will review required materials to ensure a site meets specific criteria including, but not limited to, verification and availability of utilities, site access, environmental concerns, land use conformance, and potential site development costs. In Southern California, there is one certified site:

- **Town of Apple Valley Certified Site**  
Apple Valley offers an 80-acre site located within the town's recently formed North Apple Valley Industrial-Specific Plan Area.

## Economic Impact Analysis (ECIA)

ECIA provides valuable information for businesses, local government, community planners, economic development agencies, chambers of commerce and service organizations. Through targeted analysis, ECIA demonstrates a company's potential by forecasting incremental revenue streams to the city, county and state, increased employment, and regional economic output.

## Key Industry Profiles

Because we want to help you select a business location that's right for your company, we have begun to profile some of the area's most prominent and emerging industries.

- **Distribution and Logistics**  
Download a comprehensive profile of the region's distribution and logistics network of deep-water ports, intermodal facilities, railroads, air cargo services and highways.
- **Bioscience**  
Download a comprehensive look at regional assets and marketing opportunities within the Southern California's bioscience industry. The Southern California bioscience industry is comprised of research and development-intensive companies active in pharmaceuticals, diagnostics, and medical devices — and is a central driver of growth within the knowledge-economy.

Read these profiles at  
[www.sce.com/profiles](http://www.sce.com/profiles)

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## Electricity Isn't The Only Power We Provide

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Or visit our site at  
[www.sce.com/eds](http://www.sce.com/eds)



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