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Imperial County CEDS
EXECUTIVE SUMMARY

INTRODUCTION
The Comprehensive Economic Development Strategy (CEDS) reflects a cohesive and coordinated vision for economic development in Imperial County, embracing the goals of each municipal jurisdiction as well as a wide range of private sector, public and not-for-profit partner organizations. The CEDS meets the planning criteria from the Federal Economic Development Administration (EDA), thereby qualifying each jurisdiction to submit projects to EDA for funding assistance.

VISION STATEMENT
“To develop and strengthen economic development, and to provide a sustainable and healthy environment for the residents of Imperial County by providing training, job opportunities, a sustainable environment, and planning and delivery of transportation services to improve economic self-sufficiency, with an emphasis on Imperial County Target Areas. The County’s economy will be balanced and diversified amongst a variety of sectors, building opportunity by leading California’s renewable energy future while remaining true to our rich agricultural heritage. The Imperial County region will be fully integrated into the world economy by maximizing the advantages offered by its border location and abundant renewable resources.”

STRATEGIC ASSETS AND OPPORTUNITIES
Imperial County offers a number of economic development assets and opportunities.

Binational Trade/Foreign Trade Zone. Strategically located at the U.S. Mexico border in proximity to Mexican maquiladoras in Mexicali, Imperial County offers a tremendous opportunity for international trade. The two Ports of Entry (POE) in and near Calexico support cross border product shipments totaling $16.1 billion in 2017, of which $10.6 billion are advanced manufacturing products. The County also has a third POE serving the Yuma area. In addition, an estimated $1 billion in consumer retail expenditures come from Mexico annually. The County is designated as Foreign Trade Zone (FTZ) #257 and offers a flexible location designation that makes most areas of the County eligible to benefit from FTZ status. In addition, the Cali Baja Bi-National Mega-Region (Mega Region Initiative) is an intermediary that coordinates US- and Mexico-based economic development organizations, so as to foster in a coordinated manner long-term economic development strategies that promote the global competitiveness of Mega Region Initiative partners and San Diego County, Imperial County, and Baja California in Mexico in general. Another key economic development entity is the Imperial-Mexicali Bi-National Alliance (IMBA). To support growth in binational trade between Mexicali, Mexico and Imperial Valley the Imperial-Mexicali Binational Alliance (IMBA) was established on September 18, 2013 via a Memorandum of Understanding by the Imperial County Transportation Commission (ICTC), Imperial Valley Economic Development Corporation (IVEDC), Consejo de Desarrollo Económico de Mexicali
(CDEM), Comisión de Desarrollo Industrial de Mexicali (CDI), el Instituto Municipal de Investigación y Planeación Urbana de Mexicali (IMIP) and Secretaría de Infraestructura y Desarrollo Urbano del Estado de Baja California (SIDUE) to work together on issues pertaining to logistics and international crossings, economic development, and environmental issues. IMBA is an advisory entity that addresses action and coordination to promote growth and improvement to our binational Border Infrastructure; Economic Development; and our shared Environmental issues and opportunities. The IMBA is jointly developing a binational external marketing initiative with the Imperial Valley Economic Development Corporation (IVEDC). More recently, a new FourFront initiative has been launched between Mexicali, San Luis Rio Colorado, Yuma County (Arizona), and Imperial County focusing on economic development, public safety, environmental protection, and tourism development.

**Renewable Energy Production/ Broadband Expansion.** Imperial County is a leader in California in the production of renewable energy, with a current capacity of 2,818 MW. Solar, geothermal and wind energy production comprise nearly 80 percent of this portfolio and have grown significantly in the past five years, with continued expansion forecast. In addition, the Imperial Irrigation District (IID) has developed a state of the art 30 MW energy storage facility that provides added stability and reliability to the energy network.

Imperial Valley Economic Development Corporation manages the South Border Broadband Consortium (SBBC), which operates on a grant through the California Public Utilities Commission and includes both Imperial and San Diego Counties. The SBBC is working with both public and private sector partners, as well as unserved and underserved community members, to assess the needs and gather data necessary to build out a high-speed data communications network that serves 21st century business needs. In addition, the County Office of Education administers the Imperial Valley Telecommunications Authority (IVTA), which has developed a fiber optic network to link public agencies throughout the County, and is now working to connect students in their homes.

With these energy and communications assets, Imperial County would be a prime location for data centers, advanced manufacturing, design firms, medical facilities and other businesses with high energy and data requirements.

**Locally-Owned Utility.** The Imperial Irrigation District (IID) is a locally owned water and power utility which gives customers a voice over utility operations, policies and rates. As a locally-owned utility, the IID delivers both water- and energy-services in a reliable and affordable manner. IID is also a valuable community asset that contributes to the well-being of its customers in the form of protection of water rights and water conservation, balancing authority, energy resource development, energy efficiency, environmental protection and economic development. With more than 3,000 miles of canals and drains, IID is one of the largest irrigation districts in the nation. The IID Water Department delivers 3.1 million acre-feet of water to nearly one-half million acres for agricultural, municipal and industrial use.
**Transportation Network.** The Imperial County region possesses a wide array of transportation and infrastructure assets and is uniquely located in proximity to major production, trade, and population centers of Southern California and Arizona. For shipping and logistics, the highway system in Imperial County handles approximately 97 percent of total commodity flows across the county. The “NAFTA Corridor” includes much of this system. On a north-to-south axis, the “NAFTA Corridor” includes all of Imperial County’s SR-86 and SR-111, both of which ultimately connect with Interstate 10 near Indio (Riverside County), facilitating to and from movement of goods by truck between Los Angeles and Long Beach seaports, Imperial County, and Mexicali, Mexico. On an east-to-west axis, the corridor includes Interstate 8, which connects Imperial County with Arizona to the east, San Diego to the west, and Mexicali, Mexico to the south (via SR-111, -98, and -86). Since 2016, over $500 million in funding has been designated for improvements to various segments of the Imperial County highway network and it is estimated that 8,500 jobs will be created over the next three to five years as a result of the regional highway improvement projects in Imperial County.

Imperial Valley Transit operates 11 fixed routes that cover all of the Imperial Valley seven days a week. New transit transfer stations have been completed in the cities of Brawley and El Centro. Two additional transit transfer stations are planned in the cities of Imperial and Calexico.

The Imperial County Airport is designated a 139 Commercial Airport, as well as the largest general aviation airport in the county. Owned and operated by the County of Imperial, the airport is centrally located within the jurisdictional boundaries of the city of Imperial along Highway 86. And, there are daily scheduled airline flights, air cargo, military operations, as well as several business jets and private general aviation flights. Additionally, there are four publicly owned general aviation airports located in the cities of Brawley, Calipatria, Calexico, and Holtville.

Imperial County is also served by rail connections from Mexico, Riverside County, and Arizona. Commodity flows by rail account for about 3 percent of total commodity flows in the county. In addition to currently operating rail lines, officials in Imperial County eagerly await the re-opening of the Desert Line, which Pacific Imperial Rail (PIR) began leasing from the San Diego Metropolitan Transit System in 2012 in hopes of restoring the line so as to speed-up shipment of goods from maquiladoras in Mexicali to points through-out the United States. The project involves PIR, MTS, and Mexico-based Baja Rail, which will provide the train service. Major trans-shipment facilities are planned for several sites in Imperial County as a result of the re-opening of the Desert Line.

**Construction Materials/Heavy Metals.** Imperial County is home to one of the largest gypsum plants in the country, which is owned by U.S. Gypsum, a company that manufactures more than half the drywall in the United States. Imperial County is also a large supplier of construction aggregate materials, including sand and gravel. In addition, technologies are being developed to extract lithium from the brine produced in geothermal
power facilities and the largest geothermal plant in the nation is planned in Imperial County using this technology. Batteries using this metal power most of the electronic devices and electrical cars in the country.

**Military.** Naval Air Facility-El Centro (NAF EC) provides combat and readiness training to active and reserve aviation units for the Navy’s operating and training forces and other U.S. forces and allied units. The combination of a unique climate, vast unobstructed desert terrain, limited non-military air traffic and the availability of dedicated gunnery and bomb ranges makes NAF EC an ideal environment for a wide range of training activities. NAF EC represents a stable source of economic stimulus to the surrounding region in the form of good-paying jobs, housing and retail demand and local expenditures for supplies and support services. The total economic benefit to the County was estimated in 2010 to be $105 million annually. In addition to serving as the winter home of the famous “Blue Angels” squadron, NAF EC was also the filming location of much of the popular mid-1980s Tom Cruise movie “Top Gun.”

**Large amount of vacant, affordable land.** The cities in Imperial County have zoned large tracts of land for industrial use and are actively pursuing funding for infrastructure to these sites. In addition to the availability of land, there are a number of planning areas throughout Imperial County, of which the three below are targeted for significant economic development. Below are summaries of these specific plan areas.

- **Imperial Center:** The Imperial Center is a 78-acre area near unincorporated Heber that is designated as regional commercial center, particularly for specialty commercial uses, retail, and wholesale. Currently, the property consists of an Arco Gas Station, a convenience store, an event center, a retail store, and four restaurants, with future of hopes of serving as a trading platform for Far East Asian businesses interested in operating in the United States, especially to access Imperial County’s locational advantage and tax incentives.

- **Mesquite Lake Specific Plan:** The Mesquite Lake Specific Plan area is also known as the Keystone Planning Area. Imperial County established a specific plan for the 5,100 acre area in central Imperial County in the early 1990s in an effort to allow for heavy industrial development in an area that is away from urban conflicts, to spur job creation in manufacturing, fabrication, processing, wholesaling, transportation, and energy resource development. California Energy and Power is well into the permitting process to open by 2019 a sugarcane-to-ethanol and electricity production facility within the Keystone Planning Area. When operating, the facility will employ an estimated 400 workers.

- **Gateway Specific Plan:** The Gateway of the Americas Specific Plan Area ("Gateway") covers over 1,700 acres and is located adjacent to the International Boundary approximately 6 miles east of the City of Calexico. The "Gateway" is designed to support and maximize the economic benefits associated with the Ports of Entry (POE) and the international commerce that it encourages. The abundance of large tracts,
along with the adjacent location to the international border and the POE, make the "Gateway" a very unique area for economic development. The Gateway development area has available land for trucking and customs broker operations, warehousing, and industrial/light industrial uses. Imperial County officials recently signaled an interest in allowing industrial cannabis and hemp operations within this area.

**Agri-business.** Agriculture has historically been an important part of the County economy, and opportunities exist to increase value-added food processing in the County as well as to team with the biotechnology industry growing in San Diego County. According to the most recent Crop Report for Imperial County issued in July 2018, the agricultural sector directly generated $2.1 billion in economic value in 2017. Of this amount, $1.02 was generated by vegetable and melon growers (49 percent of the total), with livestock operations generating $452.7 million in value (22 percent of the total).

**Tourism.** Tourists to Imperial County generate an estimated $347.6 million (2016) in the County and support more than 4,700 direct jobs, about 7 percent of total employment in the County. These figures do not include retail shopping that occurs by Mexicali residents. With its favorable winter climate, extensive outdoor recreation resources and easy connections to Mexico, Imperial County is a natural location for continued tourism investment.

**INCENTIVES AND DESIGNATIONS**

Imperial County offers a number of business incentives through partnerships with federal and state programs.

**Foreign Trade Zone (FTZ).** As previously described in detail, the County is designated as Foreign Trade Zone (FTZ) #257 and offers a flexible location designation that makes most areas of the County eligible to benefit from FTZ status.

**Opportunity Zones:** The 2017 Tax Cuts and Jobs Act created Opportunity Zones within which federal tax savings through stepped up depreciation are available. Imperial County has seven Opportunity Zone Tracts, including large portions of the cities of El Centro, Calexico, Holtville, and Brawley, as well as unincorporated areas.

**California State Programs:** Many Imperial County businesses qualify for several state tax credit programs through the state of California, including the Manufacturers Sales tax Exemption, the California Competes Tax Credit Fund, and New Employment Tax Credit. This latter program applies to former Enterprise Zone areas and eligible census tract with high poverty and unemployment, of which Imperial County has a number.

**HUB Zone.** Small businesses operating within HUB zones receive federal contracting preferences.

**New Market Tax Credits (NMTC).** This program attracts investment capital to low-income communities by permitting individual and corporate investors to receive a tax credit against
their Federal income tax return in exchange for making equity investments in specialized financial institutions call Community Development Entities (CDEs).

**EB-5 Program.** The US Citizenship and Immigration Service (USCIS) administers the Immigrant Investor Program, also known as EB-5. Imperial County has three regional centers approved by USCIS to attract foreign investment for job creation. With Imperial County’s unemployment rates, investors receive the preferential rate of $500,000 per investment to access the program and receive immigration visas.

**Recycling Market Development Zone (RMDZ).** Established by the State of California, this program offers low interest loans for businesses operating in recycled materials markets. The San Diego/Imperial Valley Recycling Market Development Zone (RMDZ) program seeks to increase diversion of non-hazardous solid waste away from California landfills and to promote market demand for secondary and postconsumer materials.

**Imperial Valley Small Business Development Center.** The Imperial Valley Small Business Development center supports economic growth, job creation, and opportunities for local investment through a core set of services. These services include confidential and no-cost one-on-one counseling, and entrepreneurship training that help move business owners from start-up to success.

**ADDITIONAL STRENGTHS AND OPPORTUNITIES**

Imperial County offers a number of economic development assets and opportunities in addition to those highlighted above.

- Available/trainable workforce
- Transportation routes/freeway access
- Commercial passenger airport
- Close-knit communities with growing community-based partnerships
- Positive, pro-growth rural business attitude
- Multicultural community
- Simplified development process
- Accessible local officials
- Collaboration among agencies

**STRATEGIC INITIATIVES TO ADDRESS WEAKNESSES AND THREATS**

Economic development efforts throughout Imperial County are focused on a number of issues:

**STRATEGIC INITIATIVES TO ADDRESS WEAKNESSES**

**Workforce Development.** Although the County experiences long term high unemployment rates, substantial efforts are underway to focus workforce training and education on key industry priorities. The Imperial County Workforce Development Board (ICWBD) is currently updating a crucial, state-mandated strategic plan called the “Local Workforce Development Plan” (Plan), which will be finalized in early 2019. The ICWDB is also focusing its economic
development effort in collaboration with San Diego Imperial Counties Community Colleges Regional Consortium (SDICCC), Imperial Valley Regional Occupation Program, SDWP, and San Diego County Office of Education. These partners produced a regional plan called “Southern Border Regional Workforce Development Plan: San Diego and Imperial Counties (2017-2020)”. The first strategic priority of the regional plan involves supporting 18 sectors that drive regional economic growth, with a focus on “advanced transportation\clean energy”, “advanced manufacturing”, “health”, and “information and communication technologies.” The second priority involves creating a work-based learning tool (especially for very young workers) with industry involvement.

The Imperial Valley College is another key workforce development entity in the county. The State of California is providing additional resources to IVC through the Strong Workforce Program to assist community colleges in developing and/or enhancing career education programs throughout the State. The County educational system benefits from the presence of San Diego State University – I.V. Campus, as well as other public and private educational/training entities such as the University of Phoenix and the Imperial Valley Regional Occupational Program (IVROP).

Infrastructure Planning. A number of efforts are underway to improve transportation and other infrastructure to support economic development, particularly Phase 1 and 2 of the improved border crossings. In addition, recent projects such as the improvements at Brawley airport and the completion of the SR-111/SR-78 “Brawley Bypass” have opened new areas for potential business development. Imperial is a Self-Help County, having passed Measure D, which provides local sales tax for 40-years to improve roads in the county and leverage state and federal funding.

Housing Development. Local jurisdictions have committed through their General Plan Housing Elements to support production of 11,900 dwelling units by 2022. This will further support the labor force and the favorable cost of living in the County.

In addition to workforce development, infrastructure planning, and housing development, additional issues which economic development and planning partners in the County are working to address include the following:

- Lack of medical specialists
- Limited public transportation services for large geographic area
- Technical assistance available but not marketed and offered in a limited capacity
- Neighboring regions uninformed of the region’s resources due to lack of marketing funds and resources
- Lack of financial resources
- Drug and human trafficking
- Language barriers
- Seasonal employment
STRATEGIC INITIATIVES TO ADDRESS THREATS

Environmental Quality
One important category of threat in Imperial County is environmental protection. Reduction in size and degradation of the Salton Sea carries a number of health threats, as does pollution in the New River. Both of these threats are the subject of ongoing remediation and mitigation efforts in collaboration with local and state agencies.

State Minimum Wage
In 2016, Governor Brown signed AB 1066 into law, gradually increasing the state’s minimum wage and also altering other state labor laws that exempted agricultural workers from overtime restrictions, among others. Many farming businesses and agricultural trade organizations have indicated that the agricultural industry will be disproportionately affected by this law, as California farmers have to compete with other state and international growing regions where labor costs are much lower.

Ties to Mexico are Valuable but also Create Uncertainty
Imperial County has many ties to Mexico: Mexican shoppers spend substantial amounts in US stores, the Ports of Entry handle significant trade volumes and Imperial County is a gateway for US/Mexico tourism. It is important to note that over 50,000 people enter Imperial County from Mexicali, Mexico through the Calexico East and West ports of entry on a daily basis for shopping, tourism, work or other social trip purposes.

However, Imperial County must closely monitor broader economic and political trends that may affect this relationship in order to avoid severe and sudden economic dislocations if conditions change. Both the public and private sectors in Imperial County must also closely watch the value of the Mexican peso relative to the US dollar. Whether it occurs as a result of the market or by administrative determination, any devaluation of the peso negatively affects local businesses who sell goods and services to Mexican residents coming into Imperial County on a temporary basis to shop, by crippling the purchasing power of Mexican consumers.  


ECONOMIC DEVELOPMENT GOALS AND PERFORMANCE CRITERIA
In order to address the above issues and achieve the county’s vision for economic prosperity, the Imperial County Overall Economic Development Commission (OEDC) and its regional economic development and planning partners commit to the following goals and performance criteria.

GOAL 1: PROMOTE A BALANCED, YET DIVERSIFIED REGIONAL ECONOMIC BASE.

Program Activities:  a) Marketing efforts to promote Imperial County
b) Small business services by the Small Business Development Corporation (SBDC)

Output Measures: 1) Increase in number and mix of jobs per annual EDD data
2) Decrease in the county unemployment rate

Goal 2: Support the Development and Expansion of Infrastructure Activities to Promote Regional Economic Development.

Program Activities: a) City and County Capital Improvement Programs
Output Measure: 1) Dollar value of construction of public improvements for the year

Goal 3: Improve the Education and Skills of the Region’s Workforce.

Program Activities: a) Students graduating from post-secondary education and training programs
Output Measure: 1) County educational attainment as measured by the American Community Survey (ACS) and/or National Student Clearinghouse “Student Tracker”

Goal 4: Promote and Expand Tourism in Imperial County.

Program Activities: a) Tourism marketing programs
b) Development or renovation of visitor-serving attractions/facilities
Output Measures: 1) Increase in visitor expenditures per Dean Runyan annual reports

Goal 5: Promote International and Bi-National Trade Development.

Program Activities: a) Marketing and business development efforts to attract firms engaged in international trade
b) Contacts with Mexican firms to promote location of satellite or support facilities in Imperial County
Output Measure: 1) Increase in the number and size of firms engaged in international trade, as measured by InfoUSA, business license records or other similar data

Goal 6: Promote Agriculture and Other Related Industries.

Program Activities: a) Marketing and business development programs to expand the diversity of agricultural products and the number of food processing firms in the County
Output Measures: 1) Increase in the value and mix of agricultural products
2) Increase in the number of establishment and employment engaged in food processing and other ag support services.

Goal 7: Pursue a Policy of Sustainable Development That Balances Economic Development with Preservation of Resources.

Program Activities: a) Marketing and business development efforts as well as public investments to increase renewable energy production, recycling volumes, green building practices and air quality.
Output Measures: 1) Increase in renewable energy production
2) Increase in jobs associated with recycling market development
3) Improvements in air quality conditions.

**GOAL 8: WORK TO ENHANCE THE REGION’S QUALITY OF LIFE.**

**Program Activities:**
- a) City and County efforts to develop and enhance quality of life amenities as well as workforce (middle income) housing.

**Output Measures:**
- b) Increase in housing units constructed or rehabilitated
- c) Track improvements in Imperial County’s ranking among places to live through indexes such as Gallup-Healthways and Sperling’s City Comparisons.
OVERALL ECONOMIC DEVELOPMENT COMMISSION

INTRODUCTION

The federal government designated the County of Imperial as the Economic Development District for the entire county. In 1965, the Imperial County Board of Supervisors established the Overall Economic Development Commission (OEDC) to develop its Comprehensive Economic Development Strategy (CEDS). Agencies seeking funding from the Economic Development Administration are advised to present their projects for inclusion in the CEDS to the OEDC at regularly scheduled meetings. A Comprehensive Economic Development Strategy is the result of a local planning process designed to guide the economic growth of an area. The terms “area,” “region” and “community” are often used interchangeably to refer to an appropriate political, economic, geographic, or environmental entity for addressing economic development. The CEDS process will help create jobs, foster more stable and diversified economies, and improve living conditions. It provides a mechanism for coordinating the efforts of individuals, organizations, local governments, and private industry concerned with economic development. A CEDS is required to qualify for Economic Development Administration (EDA) assistance under its public works, economic adjustment, and most planning programs. It is also a prerequisite for designation by EDA as an Economic Development District (EDD). The CEDS must be the result of widespread community participation, containing the following:

- an analysis of economic and community development issues and opportunities including incorporation of any relevant materials or suggestions from other government sponsored or supported plans;

- background and history of the economic development situation of the area covered, with a discussion of the economy, including as appropriate, geography, population, labor force, resources, and the environment;

- a discussion of community participation in the planning efforts;

- a section that sets forth goals and objectives for taking advantage of the opportunities;

- strategies for solving the economic development problems of the area serviced;

- a plan of action, including suggested projects to implement objectives and goals set forth in the strategy; and

- performance measurements that will be used to evaluate whether and to what extent goals and objectives have been or are being met.
The Imperial County Board of Supervisors established the OEDC as the acting agency for economic and community development to continue the operations, which include initiating new activities and building economic development within the area.

The membership shall reflect representation from local government (county, city and district), business, industry, finance, agriculture, tourism, organized labor, utilities, public health, education, racial or ethnic minorities, and the underemployed or unemployed. In accordance with EDA regulations, membership will be increased as needed to meet the 51 percent private sector for-profit membership. The Commission meets quarterly, or as needed, and is open to the public.

The OEDC through the CEDS Committee is the principal coordinator of the economic development planning process. The Commission is responsible for developing and implementing strategies, programs and projects that encourage new industry development, 8 business expansions and recruitment in Imperial County. Imperial County Community and Economic Development Department (ICCED), as the lead agency, coordinates the OEDC meetings, maintains all recordkeeping functions and submits the CEDS document.

**ORGANIZATION AND MANAGEMENT**

In accordance with the requirements of the Public Works and Economic Development Act of 1965, as amended, the County of Imperial established the Overall Economic Development Commission to formulate an Economic Development program consistent with the county’s agrarian economy. In compliance with the Economic Development Commission bylaws, the 18 members that make up the OEDC are appointed in the following manner:

- One (1) member nominated and appointed by each of the five (5) members of the Imperial County Board of Supervisors.

- One (1) member appointed by each of the seven (7) incorporated cities in Imperial County.

- Five (5) members appointed by members of the leading minority groups or organizations of the area. One (1) appointment to be representative of the Quechan Indian Tribe. If minority appointments are not filled by the leading minority groups or organizations of the areas, appointments are to be made by the Imperial County Board of Supervisors.

- One (1) member appointed by the County of Imperial.

The Commission is well represented from a geographical standpoint and includes the major economic segments of Imperial County. The OEDC Executive Committee includes the Chairperson, Vice-Chairperson and Secretary, who each serve for a period of one year. The Chairperson has the authority to appoint other committees and subcommittees, which are deemed necessary to accomplish the purposes, tasks and responsibilities of the OEDC.
MINORITY REPRESENTATION OF THE OEDC COMMISSION

The following information is to provide data to determine compliance with EDA Directive 7.06 on minority representation on OEDC Committees. The aspects of compliance are as follows:

1. Every effort shall be made to have minority representation, on the OEDC Commission, in proportion to the population of the county.

2. Minority representation should be selected by representatives of the leading minority groups or organizations of the area.

OVERALL ECONOMIC DEVELOPMENT COMMISSION MEMBERSHIP

The overall Imperial County Overall Economic Development Commission for 2018-2019 is as follows:

<table>
<thead>
<tr>
<th>OVERALL ECONOMIC DEVELOPMENT COMMISSION (OEDC) VOTING MEMBERS</th>
</tr>
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<tbody>
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<td>CITY OF EL CENTRO</td>
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<tr>
<td>1249 W. Main St.,</td>
</tr>
<tr>
<td>El Centro, CA 92243</td>
</tr>
<tr>
<td>T: (760) 337-4543</td>
</tr>
<tr>
<td>F: (760) 352-4867</td>
</tr>
<tr>
<td>CITY OF HOLTVILLE</td>
</tr>
<tr>
<td>121 W. Fifth St.</td>
</tr>
<tr>
<td>Holtonville, CA 92251</td>
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## OVERALL ECONOMIC DEVELOPMENT COMMISSION (OEDC) VOTING MEMBERS

<table>
<thead>
<tr>
<th>City</th>
<th>Address</th>
<th>Phone</th>
<th>Fax</th>
</tr>
</thead>
<tbody>
<tr>
<td>Holtville, CA 92250</td>
<td>420 S. Imperial Ave, Imperial, CA 92251</td>
<td>T:(760) 355-4373</td>
<td>F:(760) 355-4314</td>
</tr>
<tr>
<td>CITY OF IMPERIAL</td>
<td>420 S. Imperial Ave, Imperial, CA 92251</td>
<td>T:(760) 355-4373</td>
<td>F:(760) 355-4314</td>
</tr>
<tr>
<td>City Manager</td>
<td>Stefan Chatwin</td>
<td>Othon Mora</td>
<td>Community Development Director</td>
</tr>
<tr>
<td>Mayor</td>
<td>Larry Ritchie</td>
<td>Ann Beltran</td>
<td>Councilwoman</td>
</tr>
<tr>
<td>Andy Horne</td>
<td>Deputy Ceo</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

## Board Of Supervisors Appointees

<table>
<thead>
<tr>
<th>District</th>
<th>Primary</th>
<th>Alternate</th>
</tr>
</thead>
<tbody>
<tr>
<td>DISTRICT 1</td>
<td>Yolanda Cordero Customer Service Representative, New York Life Insurance Co. 780 W. Olive Ave. &quot;C&quot; El Centro, CA 92243</td>
<td></td>
</tr>
<tr>
<td>DISTRICT 2</td>
<td>Mark Gran President, Strictly Business Consulting 318 N. Imperial Imperial, CA 92251</td>
<td>Sean Wilcock VP of Business Development Imperial Valley Economic Development Corporation</td>
</tr>
<tr>
<td>DISTRICT 4</td>
<td>Tim Kelley Chief Executive Officer, Imperial Valley Economic Development Corporation 2415 Imperial Business Park Drive, Imperial, CA 92251</td>
<td>Sean Wilcock VP of Business Development Imperial Valley Economic Development Corporation</td>
</tr>
<tr>
<td>DISTRICT 5</td>
<td>Sean Wilcock VP of Business Development Imperial Valley Economic Development Corporation</td>
<td>Sean Wilcock VP of Business Development Imperial Valley Economic Development Corporation</td>
</tr>
</tbody>
</table>
## OVERALL ECONOMIC DEVELOPMENT COMMISSION (OEDC) VOTING MEMBERS

<table>
<thead>
<tr>
<th>Minority Appointments</th>
<th>Primary</th>
<th>Alternate</th>
</tr>
</thead>
</table>
| **CAMPESINOS UNIDOS, INC.**  
1535 Main St.  
Brawley, CA 92227  
T:(760) 370-5100  
F:(760) 344-0322 | Jose M. Lopez  
Executive Director | Dora Rodriguez  
Social Services Director |
| **CLINICAS DE SALUD DEL PUEBLO, INC.**  
1166 K St.  
Brawley, CA 92227  
T:(760) 344-9951 | Yvonne Bell  
Chief Executive Officer | Sara Sanders  
Director of Resource Development |

## Community Members (Non-Voting)

<table>
<thead>
<tr>
<th>Primary</th>
<th>Alternate</th>
</tr>
</thead>
</table>
| **I.C. DEPT. OF SOCIAL SERVICES**  
2695 S. Fourth St.  
El Centro, CA 92243  
T:(760) 353-9858  
F:(760) 336-4051 | Araceli Lopez  
Program Manager  
Enrique Nunez  
Staff Services Analyst |
| **I.C. WORKFORCE DEVELOPMENT BOARD**  
2799 S. 4th Street  
El Centro, CA 92243  
T:(760) 337-5507  
F:(760) 337-5005 | Priscilla A. Lopez  
Interim Director  
Carlos Lopez  
Business Services Supervisor |
| **I.C. TRANSPORTATION COMMISSION**  
1503 N. Imperial Ave., Ste. #104  
El Centro, CA 92243  
T:(760) 592-4494 | Mark Baza  
Executive Director  
Virginia Mendoza  
Senior Transportation Planner |
| **IMPERIAL VALLEY COLLEGE**  
380 E. Aten Rd.  
Imperial, CA 92251  
T:(760) 355-6249  
F:(760) 355-6172 | Efrain Silva,  
Dean of Economic and Workforce Development |
## CEDS Committee Voting Members

### Public Sector

**I.C. WORKFORCE DEVELOPMENT BOARD**  
Priscilla A. Lopez, Interim Director  
2799 S. 4th Street  
El Centro, CA 92243  
T:(760) 337-5507 F:(760) 337-5005

**CITY OF IMPERIAL**  
Othon Mora, Community Development Director  
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Imperial, CA 92251  
T:(760) 355-4373 F:(760) 355-4314

**IMPERIAL VALLEY COLLEGE**  
Efrain Silva, Dean of Economic and Workforce Development  
380 E. Aten Rd.  
Imperial, CA 92251  
T:(760) 355-6249 F:(760) 355-6172

**I.C. TRANSPORTATION COMMISSION**  
Mark Baza, Executive Director  
Virginia Mendoza, Regional Transportation Planner *(Alternate to Mr. Baza)*  
1405 N. Imperial Ave., Ste. #1  
El Centro, CA 92243  
T:(760) 592-4494

### Private Sector

**CALENERGY**  
Mark Gran, Manager, Real Estate Assets & Community Relations  
7030 Gentry Rd.  
Calipatria, CA 92233  
T:(760) 348-4095

**RABOBANK**  
Randy Taylor, Vice President Market Manager  
1448 W. Main St.  
El Centro, CA 92243  
T:(760) 337-3228 F:(760) 337-3231

**ROOK PUBLIC RELATIONS**  
Mario Conde, Chief Executive Officer  
920 Adler Ave.  
Calexico, CA 92231  
T:(760) 562-9549

**IMPERIAL PRINTERS**  
Robert Rubio, Co-Owner/Printing Consultant  
430 W. Main St. El Centro, CA 92243  
T:(760) 352-1300

**CAMPESINOS UNIDOS, INC.**
Jose M. Lopez, Executive Director  
1535 Main St.  
Brawley, CA 92227  
T:(760) 370-5100 F:(760) 344-0322

**CEDS Committee Volunteer Members**

**SMALL BUSINESS DEVELOPMENT CENTER (SBDC)**  
Meredith Garcia, Director  
2415 Imperial Business Parkway, Suite A  
Imperial, CA 92251  
T:(760) 312-9800 F:(760) 312-9838

**I.V. ECONOMIC DEVELOPMENT CORPORATION**  
Tim Kelley, Chief Executive Officer  
2415 Imperial Business Park Drive  
Imperial, CA 92251  
T:(760) 353-8332 F:(760) 353-9149

**I.V. ECONOMIC DEVELOPMENT CORPORATION**  
Sean Wilcox, Vice President of Business Development  
2415 Imperial Business Park Drive  
Imperial, CA 92251  
T:(760) 353-8332 F:(760) 353-9149

**IMPERIAL IRRIGATION DISTRICT**  
Rosa Maria Gonzales, Community & Business Liaison  
81-600 Avenue 58  
La Quinta, CA 92253  
T:(760) 398-5812

**SO. CALIFORNIA ASSOCIATION OF GOVERNMENTS**  
David Salgado, Regional Affairs Officer  
1405 N. Imperial Ave., Suite 1  
El Centro, CA 92243  
T: (213)236-1967

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**OEDC AND CEDS COORDINATING STAFF**  
**I.C. COMMUNITY AND ECONOMIC DEVELOPMENT**  
940 W. Main St., Ste. #203  
El Centro, CA 92243  
T: (442) 265-1100

Esperanza Colio Warren, Deputy County CEO  
Jonathan Garcia, Economic Development Coordinator
ECONOMIC SUMMARY

INTRODUCTION

This chapter provides an overview of economic and social conditions in Imperial County. The first section describes the socioeconomic characteristics of persons residing in Imperial County ("Socioeconomic Characteristics"). The second section ("Employment and Industry trends") summarizes the recent employment trends by industry sector and industry cluster. The discussion below is supported by extensive data tables provided in the Appendix. In some cases, data tables are provided in the body of this chapter but for most topics, references are provided for the more detailed tables in the Appendix. In preparing the socioeconomic analysis, the data tables not only provide information for the cities and unincorporated communities in Imperial County, but also provide comparisons to surrounding counties in Southern California. In addition, the tables include the southern counties in the San Joaquin Valley, including Fresno, Kings, Tulare and Kern counties. Imperial County identifies as an agricultural region, so there are interesting comparisons with the Central Valley region.

SOCIOECONOMIC CHARACTERISTICS

DEMOGRAPHICS AND HOUSING

Imperial County has increased population by nearly 16,100 since 2010, to a total of 190,624 persons in 2018 (Table A-1). This reflects a 1.1 percent annual growth rate, which exceeds all of the surrounding counties except Riverside, and is well above the state average (Figure 1 and Table A-2). According to the State Department of Finance (DOF), this growth was due in part to increasing household sizes, as well as new housing development.

Total housing units grew by 0.4 percent per year during this period and the vacancy rate increased from 12.4 percent to 13.2 percent. This is very high, compared to the state average of 7.4 percent in 2018. However, the vacancy rate varies by location throughout the county, with cities like Brawley, Calexico, and Holtville ranging from 8.0 to 8.5 percent, closer to the state average. The combined Regional Housing Needs Allocation (RHNA) for Imperial County and the cities exceeds 11,900 units between 2014 and 2021, a 21 percent increase over the 2014 housing total.
With a median age of 32.2 years, Imperial County has a younger population than the state as whole, although it is very similar to San Bernardino county as well as the southern San Joaquin Valley counties (Figure 2 and Table A-3). Imperial County has 31 percent of its population aged 19 years or younger compared to 27 percent for the state, while its working age population (20-64 years) is 56 percent and the state is 62 percent (Table A-4).
Imperial has a relatively large Latino population, at 83 percent, compared to 33 percent of San Diego County or 39 percent for the state (Table A-5). The counties in southern San Joaquin Valley range from 52-63 percent. Given this population mix and its location at the Mexican border, Imperial County has 27 percent of its population with limited English speaking ability, compared to less than 10 percent for the surrounding counties (Table A-6). For comparison, Tulare County has 18 percent, highest among the southern San Joaquin Valley counties. Imperial County also has a higher proportion of family households, at 77 percent compared to 69 percent for the state (Table A-7). However, it also has a higher
percentage of female-headed households, at 19 percent, compared to 13 percent for the state.

Imperial County has a slightly higher rate of home ownership, at 56 percent, than the state average. This also compares favorably to Central Valley counties such as Fresno and Kings county but is lower than the surrounding Southern California counties (Table A-9). Based on ACS data for 2016, home sales values are 40 percent of state levels and rents are about half the state averages (Table A-10). This is advantageous considering that Imperial County wages are only about 20 percent less on average. However, Imperial County has a slightly higher percentage of overcrowded units than either the state or the Central Valley counties, perhaps due in part to its larger household sizes (Table A-11).

**LABOR FORCE**

This part of the discussion on the socio-economic characteristics of Imperial County focuses on key trends with regard to the labor force. We first begin with a summary of the key institution seeking to improve the readiness of Imperial County’s workforce, i.e. the Imperial County Workforce Development Board.

**KEY WORKFORCE DEVELOPMENT ENTITIES IN IMPERIAL COUNTY**

**The Imperial County Workforce Development Board (ICWDB).** The ICWDB plays a crucial role in preparing Imperial County’s unemployed and under-employed labor force for new and emerging job opportunities in the county. The ICWDB serves as an advisory board to the County of Imperial Board of Supervisors. The Board is comprised of community leaders representing private industry, nonprofits, and public agencies and is mandated by federal legislation to oversee public investments in employment and training programs.²

The ICWDB works with a myriad of stakeholders in the private and public sectors in an effort to match workforce supply and demand. The ICWDB provides and/or facilitates programs that generate a workforce that is adequate in numbers, equipped with a work ethic, equipped with employability and foundational academic skills, and trained for specific occupational skills that fit the needs of local and regional employers.³

The ICWBD is currently updating a crucial, state-mandated strategic plan called the “Local Workforce Development Plan” (Plan), which will be finalized in early 2019. Among other things, the Plan addresses elevating workers’ technical skills in response to industry innovations and technological changes, as well as supporting job training programs that are also industry-certified. Preparing labor force with some work experience for well-paying middle-skill occupations is another part of the Plan.⁴ The Plan also discusses the integrating of workforce development and economic development communities, pointing to efforts on

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³ Imperial County Workforce Development Board, “Local Workforce Development Plan: 2017-2020”, PDF p. 4
the part of the ICWDB to support (among other entities) the Cali-Baja Mega Region Initiative and the IVEDC.\textsuperscript{5}

In terms of service delivery, the ICWDB partners with the local branch of America’s Job Centers of California (AJCC) system.\textsuperscript{6} Formerly called “One Stop Centers”, AJCCs are designed to be a 'One Stop' delivery system through which employment-related services and training are provided. AJCCs offer a comprehensive line up of employment and training services, including help with resume writing, interviewing skills, finding job openings, training programs, and much more. There are three full-service locations in Imperial County and two satellite offices.

**Imperial Valley College.** The Imperial Valley College (IVC) is another key workforce development entity in the county. The State of California is providing additional resources to IVC through the Strong Workforce Program to assist community colleges in developing and/or enhancing career education programs throughout the State. Imperial Valley College receives close to a million dollars annually for this purpose. Strong Workforce funds have allowed IVC to create new programs in the areas of Electronics, Diesel and Heavy Equipment, Gerontology, and Electronic System Technician. Existing programs in the areas of Automotive Technology, HVAC, Welding, Public Safety, and Nursing were upgraded with new equipment to enhance instruction. IVC is also restructuring many of their Career Education (CE) programs as “fast-track” to allow students to complete their technical education in one year. As an example, the IVC Welding program was restructured from a two year program to an 11 month program. All CE programs also include the appropriate industry certifications in addition to the College’s certifications.

Imperial Valley College is prepared to work with new and existing industries to provide a qualified and trained labor force to encourage and promote economic development and competitiveness. The County educational system benefits from the presence of San Diego State University – I.V. Campus, as well as other public and private educational/training entities such as the University of Phoenix and the Imperial Valley Regional Occupational Program (IVROP).

**Imperial County Labor Force Trends**

In terms of educational attainment, two-thirds of Imperial County residents 25 years and older have high school diplomas, some college experience and/or AA degrees (Figure 3). This is very comparable to statewide statistics (Table A-13). However, 33 percent have no high school diploma compared to 18 percent for the state. Based on research ADE has conducted elsewhere in California, we expect that many workers in this category did not grow up in the US but immigrated here as adults. For those workers with BA degrees in Imperial County, 38 percent are in science, engineering or related fields (Table A-14). A high proportion has degrees in education, at 20 percent, compared to 7 percent for the

\textsuperscript{5}Imperial County Workforce Development Board, “Local Workforce Development Plan: 2017-2020”, PDF p. 14
\textsuperscript{6}Imperial County Workforce Development Board, “America’s Job Centers of California”(https://bit.ly/2RSZVhU)
state. (See Tables A-15 to A-28 for additional student performance and enrollment trends at K-12 and post-secondary institutions in Imperial County).

As of March 2018, Imperial County had the second highest county unemployment rate (15.3 percent) in the state, behind only Colusa County at 18.9 percent. In the past year, the state unemployment rate has improved one percent, from 5.2 percent to 4.2 percent. Imperial County’s rate improved three percent, from 18.8 percent in March 2017 (Figure 4 and Table A-29). Proportionally, however, this is still less of an improvement than the state average. Tables A-30 and A-31 show unemployment rates for different age groups in the population in 2016 and Imperial County has exceptionally high youth unemployment, at 34 percent for workers under 25 years, compared to 18 percent for the state.

Similar to state and regional trends, unemployment rates in Imperial County are lower for workers with higher educational levels, as shown in Tables A-32 and A-33. However, disparities exist even for workers with AA or BA degrees in Imperial County compared with the state averages and all the comparison counties in Southern California and the San Joaquin Valley.

**Figure 3: Educational Attainment, 25 Years or Older, 2016**

<table>
<thead>
<tr>
<th>Education Attainment</th>
<th>25 Years or Older, 2016</th>
</tr>
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<tbody>
<tr>
<td>Imperial County</td>
<td></td>
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<tr>
<td>Less Than High School Diploma/ GED</td>
<td>33%</td>
</tr>
<tr>
<td>High School Diploma/ GED</td>
<td>22%</td>
</tr>
<tr>
<td>Some College</td>
<td>24%</td>
</tr>
<tr>
<td>AA</td>
<td>7%</td>
</tr>
<tr>
<td>Bachelors Degree</td>
<td>10%</td>
</tr>
<tr>
<td>Graduate or Professional Degree</td>
<td>4%</td>
</tr>
</tbody>
</table>
Workers living in Imperial County are employed in higher percentages in agriculture, retail, education and public administration than the state as a whole (Table A-34). However, the proportion of workers in agriculture is about half the levels in the San Joaquin Valley (Table A-35). In terms of occupational groups, in addition to farming, higher percentages are employed in community service jobs as sales occupations than the state average (Table A-36).

Pay levels by occupation in Imperial County are about 20 percent lower overall compared to state averages, but certain industrial, logistics, construction and public protection occupations pay higher in Imperial County (Tables A-37 and A-38). From the perspective of industry-wide averages, jobs in Imperial County pay better than the state in agriculture, retail, education and public administration (Table A-39 and Figure 5). For agriculture and manufacturing, average annual wages are lower in Imperial County than the comparative San Joaquin Valley counties (Table A-40).
Imperial County has a higher percentage of workers who both live and work in the County, at 92 percent, compared to 83 percent statewide (Table A-41). The ACS reports that 2 percent of the workforce commutes out of state.

**INCOME**

The median household income in Imperial County, at $42,560 in 2016, is 33 percent below the state average, but about comparable to Tulare County among the comparison locations (Table A-42). Per capita income in Imperial County, however, is only about half the state average and is lower than all of the comparison counties in California (Figure 6 and Table A-43). Imperial County is comparable to the state in the proportion of workers earning between $20,000 and $10,000 per year, but has a higher proportion of workers earning less than $20,000 and slightly lower percentage in the upper income groups (Table A-44). The poverty rate in 2016 was 24 percent, compared to 16 percent for the state (Table A-45). However, this was less than Fresno County (27 percent) or Tulare County (28 percent).
HEALTH INDICATORS

This part of the discussion of Imperial County’s socio-economic characteristics focuses on key health trends. We first begin with a summary of key institutions that seek to improve the health of residents in Imperial County.
KEY INSTITUTIONS SEEKING TO IMPROVE RESIDENTS’ HEALTH

Imperial County’s leading health care institutions are the El Centro Regional Medical Center (ECRMC), the Pioneer Memorial Hospital, the Heffernan Memorial healthcare District, and Clinicas de Salud del Pueblo. In addition to these healthcare providers, the Imperial County Public Health Department plays a vital role in promoting the health of Imperial County.

The El Centro Regional Medical Center. The El Centro Regional Medical Center is an acute-care medical center, serving the health care needs of the Imperial Valley since 1956. After a $44 million expansion, what started as a 34-bed licensed hospital has grown into a 161 bed, state-of-the-art facility. The expansion project allowed for the construction of a state of the art new trauma center and rooftop heliport for superior trauma care.7 In FY 2016-2017, ECRMC treated 4,616 adults on an inpatient basis. In terms of outpatient care, there were 48,805 emergency room visits, 92,797 hospital outpatient procedures, and 4,998 outpatient surgeries in Fiscal Year 2016-2017.8 ECRMC also operate outpatient clinics in El Centro and Calexico.

The City of El Centro owns the ECRMC and, as such, the City Council appoints members to the ECRMC’s Board of Directors. In 2015, the City of El Centro and the UC San Diego Health System entered into a long-term management services agreement on behalf of ECRMC.

Pioneers Memorial Hospital/Pioneers Memorial Healthcare District. Having opened its doors in 1950, the Brawley-based Pioneers Memorial Healthcare District was formed under the governance of a board of directors that was appointed by the Imperial County Board of Supervisors. Subsequent boards have been elected by the residents of the district. Today, Pioneers is very advanced technologically for a hospital of its size. The hospital is a 107-bed short-term acute care facility.9 According to the most-current data available from the Office of Statewide Health Planning and Development (OSHPD), Pioneers treated approximately 4,900 adults on an in-patient basis in 2015.10

In 2016, Pioneers and Scripps Health Network entered into an agreement establishing Pioneers as an affiliate of the Scripps Health Network. Pioneers continues to operate as an independent hospital, and retains its name and current governance structure. The agreement includes Scripps providing Pioneers with leadership training and development, process improvements and other related services.11

Clinicas de Salud del Pueblo. Clinicas de Salud del Pueblo, Inc. is a private, non-profit organization providing an array of comprehensive primary care services to residents

7El Centro Regional Medical Center, “About Us” (https://bit.ly/2CElPRq)
10California, Office of Statewide Health Planning and Development (OSHPD)
throughout Imperial and Riverside Counties. Types of services include dental, pediatric care, laboratory services, HIV care, pre-natal care/obstetrics, and women's healthcare, to name a few service areas. Clinicas' Community Health & Outreach team also offers special programs to individuals and groups for more intensive education. All programs can be provided in the home or in a group setting and follow standard curricula developed and/or reviewed by local, regional, and national experts in community health. Special programs with interactive workshops include: Asthma, Diabetes & Cardiovascular, Home Visits, Oral Health, Post-Partum, and Pre-Diabetes.

**Imperial County Public Health Department.** The Imperial County Public Health Department (ICPHD) seeks to protect the community from disease, illness and injury and to improve the overall health status of residents by preventing illness, disability, premature death, and promoting good health practices. The Department works closely with local hospitals, community clinics and medical providers to share timely, up to date public health information with partner agencies. Via the Community Health Initiatives within the Public Health Department, the Department recently updated its Community Health Assessment, which includes a number of Community Health Improvement priority areas and strategies.

- **Priority Area: Healthy Eating and Active Living**
  - Strategy: Improve consumption of affordable, accessible, and nutritious foods
  - Strategy: Increase engagement in affordable and safe opportunities for physical activity
  - Strategy: Achieve and maintain healthy weight

- **Priority Area: Community Prevention Linked with High Quality Care**
  - Strategy: Improve and expand asthma detection, management and education
  - Strategy: Increase prenatal care
  - Strategy: Diabetes detection, management and education
  - Strategy: Enhance health information and mobilize change

- **Priority Area: Healthy and Safe Communities and Living Environment**
  - Strategy: Improve air quality
  - Strategy: Prevent Prescription drug abuse
  - Strategy: Link family members, care givers, and persons living with dementia across systems of care and support

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13 Imperial County Public Health Department, Community Health Assessment & Community Health Improvement Plan 2017 – 2021 (https://bit.ly/2NEpEHm)
Heffernan Memorial Healthcare District. The Heffernan Memorial was formed in 1951 as a local hospital district serving residents in and around the City of Calexico. Today, the Heffernan Memorial Healthcare District (HMHD) Board of Directors continue with the same commitment to bring more and better healthcare resources to Calexico, and continue to look for new partnerships with health providers to enhance the health and lifestyle of our community.\(^{14}\) HMHD is a healthcare district that closed its acute care hospital in 1998. The district continues to generate funds, which, in turn, are either donated to local health-based organizations that make funding requests, or the funds are used by HMHD to implement new healthcare initiatives.\(^{15}\) HMHD is focusing on implementing and sponsoring programs that increase access and awareness to healthcare services and education for the underserved in the surrounding community by practicing the following tenets: 1) partnering successfully with other healthcare providers to enhance the quality and breadth of healthcare services available to District residents and nearby communities, 2) promoting, supporting, and providing healthcare services related primarily to disease prevention, health education, and wellness, 3) selectively providing financial support for healthcare initiatives that are consistent with the District’s vision and mission, 4) maximizing the value derived from each taxpayer dollar spent through the careful planning and implementation of all Board approved initiatives and; 5) conservatively managing its assets and resources to ensure the long term financial viability of the organization.\(^{16}\) In early 2018, the District entered into an agreement with the City of Calexico to provide emergency medical ambulance services for city.\(^{17}\)

Health-Related Outcomes in Imperial County

While health providers in the county are better positioned to serve residents as a result of the relatively recent developments involving ECRMC-UCSD, Heffernan Memorial Healthcare-City of Calexico, and Pioneers Memorial Hospital-Scripps, as well as the recent update of the Public Health Department Community Health Assessment, by many measures, Imperial County remains a region with a myriad of health-related challenges. The updated CHAS indicates that the County experiences a significant shortage of primary-care and specialty-care providers.\(^{18}\) In addition to a shortage of nurses, there are 4,537 persons for every one primary care physician, and 2,941 persons for every one specialty-care provider, according to the Public Health Department. Clinics especially need specialty providers, but Imperial County has difficulty attracting these. As a result, Clinics has contracts with staff people who come from outside of the County. In addition, patients often have to be sent to larger

\(^{15}\) The Desert Review, "Calexico approves agreement with Heffernan Healthcare District to fund emergency medical services" (January 10, 2018) (https://bit.ly/20o8Eug
\(^{17}\) The Desert Review, "Calexico approves agreement with Heffernan Healthcare District to fund emergency medical services" (January 10, 2018) (https://bit.ly/20o8Eug
\(^{18}\) Imperial County Public Health Department, Community Health Assessment & Community Health Improvement Plan 2017 – 2021 (https://bit.ly/2NEpEHm) Page 40
hospitals in San Diego or Riverside, and sometimes Arizona. Reversing staffing shortages can help the County residents’ improve health. The discussion below summarizes Imperial County trends with respect to a select number of key health indicators. Where possible Imperial County is compared against other areas, including rural counties in Central California.

**Annual Average Number of Low Birth-Weight Babies**

Of all the live births in Imperial County in any given year, on average 180 births a year involve low birth-weight babies (Table A-46). The most recent data in a 2018 California Department of Public Health report indicates that, over the 3-year 2014-2016 period, there were on average 179 low birth-weight new-born babies a year, which is 5.7 percent of all live births. At 5.7 percent of all births, Imperial County’s low birth-weight baby rate is better than the 6.8 percent national goal set by federal Center for Disease Control and Prevention (CDC). Since the early 2000s, Imperial County has consistently exhibited better rates of low birth-weight new-born babies than California as a whole.

**Annual Average Number of Births By Teen-Age Mothers**

According to the 2018 California Department of Public Health’s "County Health Profile," over the 3-year 2014-2016 period, there were on average 260 births a year delivered by teen mothers (Table A-47). At 260 births, the rate of births by teen-aged mothers amounts to 37.6 births per 1,000 teen-aged women. The CDC has not established a national goal with respect to the number of births per 1,000 teen-age women. However, Imperial County’s 2014-2016 rate is slightly more than two times that of California as a whole (17.6 per 1,000), and somewhat higher than many of the comparison rural counties (Fresno, Kings, Tulare, and Kern). While Imperial County exhibits high numbers and rates of teen pregnancies, it is a declining trend, going from a rate of 57.2 per 1,000 for the 2004-2005 three-year period, to 56.5 per 1,000 for the 2009-2011 period, and to the most-recent 37.6 per 1,000 rate.

**Annual Average Number of Tuberculosis Cases**

According to a 2018 “County Health Profile,” which is an annual report issued by the California Department of Public Health, there were on average 37 tuberculosis cases a year over the 3-year 2014-2016 period (Table A-48). This amounts to 20.1 cases per 100,000 people, which is significantly higher than federal, state, and comparison county rates. Imperial County has consistently posted high rates of tuberculosis since the early 2000s.

**Annual Percent of Adults With Asthma**

According to the UCLA Health Policy Institute, 8.5 percent of all adults have asthma, which is slightly higher than the 8.3 percent statewide rate (Table A-49). Other rural comparison counties have higher rates of adult asthma. In the most extreme example, almost 16 percent of all adults in Kings County have asthma.
SUMMARY OF 2014-2016 ANNUAL AVERAGE NUMBER OF DEATHS BY LEADING CAUSES OF DEATHS

In a peer-reviewed article summarizing national trends with respect to leading causes of deaths, Hannah Nichols found that nearly 75 percent of all deaths in the United States are attributable to ten causes, with the top three of the leading causes of death accounting for over 50 percent of all deaths. The ten leading causes of death in the nation are heart disease, cancer, chronic lower respiratory disease, accidents, stroke (cerebrovascular diseases), Alzheimer's disease, diabetes, influenza and pneumonia, kidney disease, and suicide. The on-set of some of these causes of deaths can be delayed or perhaps even prevented through diet, exercise and life-style choices.

Table 1 below includes data for Imperial County and various comparison areas on six of the ten leading causes of death (more detailed data may be found in Tables A-50 to A-55). Data comes from the 2018 edition of "County Health Profile," which is annually issued by the California Department of Public Health. In other tables in the appendix, we also track trends over time for each of the six causes of death, covering three three-year periods (2004-2006, 2009-2011, and 2014-2016). In addition to the average annual number of deaths over the 2014-2016 period, the table includes deaths per 100,000 people, which the California Department of Public Health calculated on an age-adjusted basis.

Observations for the 2014-2016 period from the table above include the following:

- There were on average 60 deaths a year due to diabetes, which amounts to 33.6 deaths per 100,000 people. The rate of diabetes-related deaths is significantly higher than rates for state and nearby comparison counties of Riverside and San Diego. Interestingly, the highly urbanized San Bernardino county exhibits a rate that is as high as Imperial County’s rate. Imperial County's rate of 33.6 diabetes-related deaths per 100,000 people is higher than most rates of comparison rural counties, except Kern County (36.1 per 100,000).

- There were on average 214 deaths a year due to cancer, which amounts to 120.1 deaths per 100,000 people. The age-adjusted rate of cancer-related deaths is considerably lower state and national rates, as well as all urban and rural comparison counties.

- There were on average 155 deaths a year due to heart disease, which amounts to 86.9 deaths per 100,000 people. The age-adjusted rate of heart disease-related deaths is considerably lower the national goal of 103.4 and slightly below the statewide rate of 89.1. Compared to the other counties, only San Diego County exhibited a better rate than Imperial County at 81.2 heart disease-related deaths per 100,000.

---

Table 1. Summary of 2014-2016 Annual Average Number of Deaths by Leading Causes of Deaths

<table>
<thead>
<tr>
<th>Jurisdiction</th>
<th>Diabetes</th>
<th>Cancer</th>
<th>Heart Disease</th>
<th>Stroke</th>
<th>Chronic Lower Respiratory Diseases</th>
<th>Accidents</th>
</tr>
</thead>
<tbody>
<tr>
<td>California</td>
<td>8,696</td>
<td>58,931</td>
<td>37,659</td>
<td>14,753</td>
<td>13,312</td>
<td>12,368</td>
</tr>
<tr>
<td>Imperial County</td>
<td>60</td>
<td>214</td>
<td>155</td>
<td>51</td>
<td>38</td>
<td>76</td>
</tr>
<tr>
<td>Riverside County</td>
<td>487</td>
<td>3,679</td>
<td>2,650</td>
<td>857</td>
<td>1,032</td>
<td>846</td>
</tr>
<tr>
<td>San Bernardino County</td>
<td>620</td>
<td>2,959</td>
<td>1,839</td>
<td>699</td>
<td>901</td>
<td>555</td>
</tr>
<tr>
<td>San Diego County</td>
<td>679</td>
<td>5,011</td>
<td>2,908</td>
<td>1,229</td>
<td>1,007</td>
<td>1,078</td>
</tr>
<tr>
<td>Fresno County</td>
<td>238</td>
<td>1,280</td>
<td>977</td>
<td>397</td>
<td>297</td>
<td>406</td>
</tr>
<tr>
<td>Kern County</td>
<td>263</td>
<td>1,153</td>
<td>952</td>
<td>259</td>
<td>389</td>
<td>446</td>
</tr>
<tr>
<td>Kings County</td>
<td>28</td>
<td>182</td>
<td>105</td>
<td>38</td>
<td>46</td>
<td>51</td>
</tr>
<tr>
<td>Tulare County</td>
<td>108</td>
<td>564</td>
<td>472</td>
<td>159</td>
<td>158</td>
<td>167</td>
</tr>
</tbody>
</table>

Deaths per 100,000 People: Age-Adjusted

<table>
<thead>
<tr>
<th>Nat'l Goal</th>
<th>---</th>
<th>161.4</th>
<th>103.4</th>
<th>35.3</th>
<th>---</th>
<th>36.4</th>
</tr>
</thead>
<tbody>
<tr>
<td>California</td>
<td>20.7</td>
<td>140.2</td>
<td>89.1</td>
<td>34.8</td>
<td>34.1</td>
<td>30.3</td>
</tr>
<tr>
<td>Imperial County</td>
<td>33.6</td>
<td>120.1</td>
<td>86.9</td>
<td>28.5</td>
<td>20.5</td>
<td>42.5</td>
</tr>
<tr>
<td>Riverside County</td>
<td>19.3</td>
<td>146.2</td>
<td>104.6</td>
<td>34.2</td>
<td>44.3</td>
<td>35.7</td>
</tr>
<tr>
<td>San Bernardino County</td>
<td>33.2</td>
<td>157.6</td>
<td>106.5</td>
<td>40.5</td>
<td>42.3</td>
<td>27.5</td>
</tr>
<tr>
<td>San Diego County</td>
<td>19.3</td>
<td>142.8</td>
<td>81.2</td>
<td>34.3</td>
<td>30.7</td>
<td>31.2</td>
</tr>
<tr>
<td>Fresno County</td>
<td>26.4</td>
<td>141.9</td>
<td>108.1</td>
<td>44.7</td>
<td>30.4</td>
<td>43.8</td>
</tr>
<tr>
<td>Kern County</td>
<td>36.1</td>
<td>153.4</td>
<td>132.6</td>
<td>36.8</td>
<td>44.0</td>
<td>54.0</td>
</tr>
<tr>
<td>Kings County</td>
<td>24.7</td>
<td>152.2</td>
<td>91.6</td>
<td>34.1</td>
<td>30.7</td>
<td>38.6</td>
</tr>
<tr>
<td>Tulare County</td>
<td>26.5</td>
<td>138.4</td>
<td>120.5</td>
<td>40.9</td>
<td>34.0</td>
<td>39.8</td>
</tr>
</tbody>
</table>


*Note: CAGR = compound annual growth rate.

- There were on average 51 deaths a year due to stroke, which amounts to 28.5 deaths per 100,000 people. The age-adjusted rate of stroked-related deaths is somewhat lower than state and national rates, though this was not the case during the 2009-2011 three-year period.

- There were on average 38 deaths a year due to chronic lower respiratory diseases (asthma, bronchitis, emphysema, etc.), which amounts to 20.5 deaths per 100,000 people. The age-adjusted rate of deaths due to chronic lower respiratory diseases is considerably lower than the statewide rate of 34.1 deaths per 100,000, as well as considerably lower than rates exhibited by the comparison counties. Imperial County also exhibited lower rates on age-adjusted basis relative to the comparison areas over the 2004-2006 and 2009-2011 periods.

- There were on average 76 deaths a year due to accidents, which amounts to 42.5 deaths per 100,000 people. The age-adjusted rate of deaths due to accidents is
considerably above the statewide rate of 30.3 deaths per 100,000 and somewhat above the national goal of 36.4 deaths per 100,000. Imperial County also exhibited higher age-adjusted rates of deaths due to accidents than almost all other comparison counties, except Fresno County (43.8 deaths per 100,000 people) Kern County (54.0 deaths per 100,000 people).

EMPLOYMENT AND INDUSTRY TRENDS

This section summarizes the recent employment trends by industry sector and industry cluster. In general, Imperial County has had good overall job growth that has been led by a small group of key industries. The county employment base is largely driven by agriculture, distribution, and public sector activity, with strong growth in health care and hospitality.

The employment data and projections used in this section come from Economic Modeling Specialists International, Inc. (EMSI), which uses the QCEW and Current Employment Statistics datasets issued by the Bureau of Labor Statistics (BLS), and runs them through a proprietary model that estimates the job counts for industry and occupational categories that BLS does not disclose due to confidentiality restrictions. The EMSI growth projections are derived from the California EDD Labor Market Information Division (LMID) and the National Industry-Occupation Employment Matrix (NIOEM).

EMPLOYMENT DISTRIBUTION AND CHANGE

Between 2007 and 2017, employment in Imperial County increased from 57,170 to 64,263 jobs, which comes out to a compounded annual growth rate (CAGR) of 1.2 percent (Table 2). The largest industry sectors in Imperial County are agriculture, government, retail trade, and health care. Each of these industry groups account for over 7,000 jobs.

The largest job growth occurred in health care and social assistance, which more than tripled during this time, adding 6,468 jobs for a 2017 total of 9,105 jobs (13.2 percent CAGR). Other sectors that added over 1,000 jobs between 2007 and 2017 include agriculture and government. The largest job losses occurred in manufacturing and other services, each of which lost over 1,000 jobs during this period.

According to employment projections from EMSI, Imperial County should expect to add over 10,500 jobs between 2017 and 2027 for a total of over 74,000 jobs. This represents a slight increase in the growth rate with a CAGR of 1.4 percent. Health care and government are each projected to add over 2,000 jobs through 2027. Other large sources of job growth include agriculture, transportation and warehousing, and retail trade.
## Table 2: Imperial County Industry Employment Trends and Projections, 2007 to 2027

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>11</td>
<td>Agriculture, Forestry, Fishing and Hunting</td>
<td>10,191</td>
<td>11,484</td>
<td>12,278</td>
<td>1,292</td>
<td>246</td>
<td>1.2%</td>
<td>0.7%</td>
</tr>
<tr>
<td>21</td>
<td>Mining, Quarrying, Oil and Gas Extraction</td>
<td>23</td>
<td>387</td>
<td>642</td>
<td>363</td>
<td>246</td>
<td>32.4%</td>
<td>5.2%</td>
</tr>
<tr>
<td>22</td>
<td>Utilities</td>
<td>392</td>
<td>413</td>
<td>477</td>
<td>21</td>
<td>39</td>
<td>0.5%</td>
<td>1.4%</td>
</tr>
<tr>
<td>23</td>
<td>Construction</td>
<td>1,952</td>
<td>1,417</td>
<td>1,356</td>
<td>(535)</td>
<td>(61)</td>
<td>-3.2%</td>
<td>-0.4%</td>
</tr>
<tr>
<td>31</td>
<td>Manufacturing</td>
<td>2,569</td>
<td>1,404</td>
<td>1,545</td>
<td>(1,165)</td>
<td>175</td>
<td>-5.9%</td>
<td>1.0%</td>
</tr>
<tr>
<td>42</td>
<td>Wholesale Trade</td>
<td>1,863</td>
<td>1,983</td>
<td>2,272</td>
<td>119</td>
<td>410</td>
<td>0.6%</td>
<td>1.4%</td>
</tr>
<tr>
<td>44</td>
<td>Retail Trade</td>
<td>7,462</td>
<td>7,945</td>
<td>9,117</td>
<td>483</td>
<td>1,056</td>
<td>0.6%</td>
<td>1.4%</td>
</tr>
<tr>
<td>48</td>
<td>Transportation and Warehousing</td>
<td>1,324</td>
<td>2,157</td>
<td>2,872</td>
<td>833</td>
<td>902</td>
<td>5.0%</td>
<td>2.9%</td>
</tr>
<tr>
<td>51</td>
<td>Information</td>
<td>406</td>
<td>318</td>
<td>331</td>
<td>(88)</td>
<td>39</td>
<td>-2.4%</td>
<td>0.4%</td>
</tr>
<tr>
<td>52</td>
<td>Finance and Insurance</td>
<td>918</td>
<td>786</td>
<td>859</td>
<td>(132)</td>
<td>80</td>
<td>-1.5%</td>
<td>0.9%</td>
</tr>
<tr>
<td>53</td>
<td>Real Estate and Rental and Leasing</td>
<td>525</td>
<td>475</td>
<td>516</td>
<td>(50)</td>
<td>(33)</td>
<td>-1.0%</td>
<td>0.8%</td>
</tr>
<tr>
<td>54</td>
<td>Professional, Scientific, Technical Services</td>
<td>902</td>
<td>781</td>
<td>761</td>
<td>(121)</td>
<td>33</td>
<td>-1.4%</td>
<td>-0.3%</td>
</tr>
<tr>
<td>55</td>
<td>Management of Companies and Enterprises</td>
<td>295</td>
<td>212</td>
<td>174</td>
<td>(82)</td>
<td>(56)</td>
<td>-3.2%</td>
<td>-2.0%</td>
</tr>
<tr>
<td>56</td>
<td>Administrative and Support and Waste Management and Remediation Services</td>
<td>1,521</td>
<td>1,518</td>
<td>1,597</td>
<td>(3)</td>
<td>222</td>
<td>0.0%</td>
<td>0.5%</td>
</tr>
<tr>
<td>61</td>
<td>Educational Services</td>
<td>288</td>
<td>163</td>
<td>78</td>
<td>(126)</td>
<td>(72)</td>
<td>-5.6%</td>
<td>-7.0%</td>
</tr>
<tr>
<td>62</td>
<td>Health Care and Social Assistance</td>
<td>2,638</td>
<td>9,105</td>
<td>12,471</td>
<td>6,468</td>
<td>3,529</td>
<td>13.2%</td>
<td>3.2%</td>
</tr>
<tr>
<td>71</td>
<td>Arts, Entertainment, and Recreation</td>
<td>144</td>
<td>209</td>
<td>242</td>
<td>65</td>
<td>14</td>
<td>3.8%</td>
<td>1.5%</td>
</tr>
<tr>
<td>72</td>
<td>Accommodation and Food Services</td>
<td>3,393</td>
<td>4,151</td>
<td>4,838</td>
<td>759</td>
<td>697</td>
<td>2.0%</td>
<td>1.5%</td>
</tr>
<tr>
<td>81</td>
<td>Other Services (ex. Public Administration)</td>
<td>3,683</td>
<td>877</td>
<td>945</td>
<td>(2,806)</td>
<td>132</td>
<td>-13.4%</td>
<td>0.8%</td>
</tr>
<tr>
<td>90</td>
<td>Government</td>
<td>16,663</td>
<td>18,296</td>
<td>20,359</td>
<td>1,633</td>
<td>2,101</td>
<td>0.9%</td>
<td>1.1%</td>
</tr>
<tr>
<td>99</td>
<td>Unclassified Industry</td>
<td>17</td>
<td>182</td>
<td>313</td>
<td>165</td>
<td>117</td>
<td>26.7%</td>
<td>5.6%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td>57,170</td>
<td>64,263</td>
<td>74,043</td>
<td>7,093</td>
<td>10,526</td>
<td>1.2%</td>
<td>1.4%</td>
</tr>
</tbody>
</table>

Source: ADE, Inc.; data from EMSI
Notes: CAGR refers to the compounded annual growth rate.

**DEFINING ECONOMIC ROLES**

Imperial County’s economy is defined by how various industries fit into the overall economy, based on their role within the economy. To assess these roles, ADE ranked the industries in Imperial County on the basis of two key economic indicators—job growth and employment concentration relative to the state. The economic roles based on these indicators fall into one of four categories, which are described as follows:

- **Growing Economic Base Industries**: These industries have shown recent job growth and have an above average employment concentration. They constitute the strength of the economy, and represent opportunities for growth in other areas such as supplier industries.
Emerging Industries: These sectors have shown recent job growth, but still have a below average employment concentration. These industries represent potential future growth opportunities because they have not yet accumulated a high concentration of employment. Industries in this category could be considered attractive business attraction targets.

Declining Economic Base Industries: These industries have an above average concentration of employment, but have shown recent job losses. They represent strong industries in a region that have shown some recent vulnerability, and could be considered business retention targets.

Declining Non-Base Industries: These industries have shown recent job losses and have below average employment concentration. They do not have an especially notable regional presence and do not have growth prospects as strong as the industries in the other categories.

The analysis focuses on the ten-year period between 2007 and 2017. During this time, Imperial County’s employment base showed overall growth, but had several specific sectors that lost employment.

The growing economic base industries were concentrated in agriculture, mining, utilities, transportation and government (Table 3). These types of industries also comprised the core of the industry clusters that drive the regional economy. The largest individual private sector industries are support activities for agriculture, social assistance, and crop production, which each employ over 4,000 workers.

The emerging industries represent potential opportunities for economic expansion that have yet to achieve high local concentration. These emerging industries are largely concentrated in transportation, health care, amusement, hospitality, and personal services. Except for health care, these industries primarily serve logistics and tourism activity. The largest individual industries are food services and health care services, which each employ over 1,900 workers.

The only industries with above average employment concentrations that showed job losses during this period were livestock, food production and mineral product manufacturing. The losses in manufacturing reflect volatility in the food processing sector, with some individual activities showing significant losses while others show growth. It should be noted that all of the declining economic base industries currently employ less than 800 workers. So, while these industries are concentrated in Imperial County, they do not rank among the largest economic sectors.

The range of industries in Imperial County with lower concentrations of employment is fairly large, and the majority of these sectors have had recent job losses. This means that Imperial County’s economy remains driven by a high concentration of very specific
industries. The only individual industry with job losses and low concentration with over 1,000 workers is administrative and support services.

### Table 3: Economic Roles of Imperial County Industries

<table>
<thead>
<tr>
<th>Declining Economic Base Industries (High Concentration, Negative Job Growth)</th>
<th>Growing Economic Base Industries (High Concentration, Positive Job Growth)</th>
</tr>
</thead>
<tbody>
<tr>
<td>112</td>
<td>Support Activities for Agriculture</td>
</tr>
<tr>
<td>311</td>
<td>Crop Production</td>
</tr>
<tr>
<td>327</td>
<td>Mining (except Oil and Gas)</td>
</tr>
<tr>
<td>213</td>
<td>Support Activities for Mining</td>
</tr>
<tr>
<td>221</td>
<td>Utilities</td>
</tr>
<tr>
<td>424</td>
<td>Merchant Wholesalers, Nondurable</td>
</tr>
<tr>
<td>484</td>
<td>Truck Transportation</td>
</tr>
<tr>
<td>562</td>
<td>Waste Management and Remediation</td>
</tr>
<tr>
<td>624</td>
<td>Social Assistance</td>
</tr>
<tr>
<td>901</td>
<td>Federal Government</td>
</tr>
<tr>
<td>902</td>
<td>State Government</td>
</tr>
<tr>
<td>903</td>
<td>Local Government</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Declining Non-Base Industries (Low Concentration, Negative Job Growth)</th>
<th>Emerging Industries (Low Concentration, Positive Job Growth)</th>
</tr>
</thead>
<tbody>
<tr>
<td>236</td>
<td>Machinery Manufacturing</td>
</tr>
<tr>
<td>237</td>
<td>Transit and Ground Passenger Trans.</td>
</tr>
<tr>
<td>238</td>
<td>Support Activities for Transportation</td>
</tr>
<tr>
<td>312</td>
<td>Couriers and Messengers</td>
</tr>
<tr>
<td>315</td>
<td>Motion Picture and Sound Recording</td>
</tr>
<tr>
<td>333</td>
<td>Ambulatory Health Care Services</td>
</tr>
<tr>
<td>337</td>
<td>Amusement, Gambling, and Recreation</td>
</tr>
<tr>
<td>392</td>
<td>Food Services and Drinking Places</td>
</tr>
<tr>
<td>423</td>
<td>Personal and Laundry Services</td>
</tr>
</tbody>
</table>

Source: ADE, Inc.; data from EMSI.

Notes: The time period referenced in the job growth trend goes from 2007 to 2017. Location quotient represents the measure of employment concentration in relation to California. Quotients above 1.0 indicate high employment concentration, as of 2017.
INDUSTRY CLUSTERS

Industry clusters are based on the assumption that interrelated groupings of industries can create spinoff activity that benefits from a region’s economic specialization and concentration of particular activity. The cluster analysis looks at “traded clusters,” which represent the groups of industries that serve regional and global markets, rather than local demand. Traded clusters drive wealth creation and generally have a higher value added than industries that focus on local markets.

The U.S. Cluster Mapping Project is a joint venture between Harvard Business School and the U.S. Economic Development Administration (EDA), and uses 51 standard traded cluster definitions that identify primary economic drivers for regions throughout the U.S. For Imperial County, the Cluster Mapping Project identified the following six clusters as the leading traded clusters:

- Aerospace/defense
- Agricultural inputs and services
- Distribution and electronic commerce
- Electric power generation and transmission
- Livestock
- Transportation/logistics

It should be noted that the cluster employment totals and trends shown on Table 4 do not include non-covered, military, and self-employment. Even though the aerospace/defense cluster is identified as a primary economic driver, the EMSI database did not show existing employment in those industries, largely because it does not include any of the jobs at military installations. In addition, the Mexicali region on the Mexico side of the border has a large and thriving aerospace industry with over 12,200 jobs, and the spinoff effects of those activities might show up in Imperial County supplier industries that are not defined as core industries in the aerospace/defense cluster.

While livestock processing has had a large job decline in jobs in recent years, there is strong prospects of recovery in this cluster in the near future. In 2015, local resident Eric Brandt purchased a shuttered livestock processing plant in hopes of re-tooling it as a “craft processor.” With assistance from the Imperial County’s Community Benefit Program, the

21 U.S. Cluster Mapping Project; http://clustermapping.us/
22 Mexicali Economic Development Corporation; http://mexicalindustrial.com/industries.php
IID Local Entity Grant Program, private investments via the New Markets Tax Credit, and other investors, One World is now operating and employs slightly over 300 workers.\textsuperscript{23}

For all of the other leading clusters, the employment trends and projections show positive growth trends and projected growth, while the electric power and transportation/logistics clusters also show continued high employment concentration.

As a group, traded clusters account for over 13,400 jobs in Imperial County, or about 21 percent of the total employment, as shown in Table 1-3.\textsuperscript{24} Traded clusters added less than 1,000 jobs between 2007 and 2017, while the economy as a whole added over 7,000 jobs. However, traded clusters are projected to add nearly 2,000 jobs between 2017 and 2027 and grow at the same rate as the overall job base (1.4 percent CAGR).


\textsuperscript{24} The traded clusters table excludes those clusters that have not had a presence in Imperial County or projected future employment.
The largest industry cluster is agricultural inputs and services, which comprise close to half of the traded cluster employment in Imperial County. Other large clusters with over 500 jobs include metal mining, transportation/logistics, distribution, and food processing. Each of these large clusters is projected to add jobs through 2027.

Tables A-56 to A-61 show trends in products crossing the border, much of which is associated with advanced manufacturing occurring in Mexicali. Further development of component manufacturing and logistics in Imperial County associated with this trade would be one avenue to expand cluster development within the County.
## Table 4: Imperial County Industry Employment Trends and Projections, 2007 to 2027

<table>
<thead>
<tr>
<th>Traded Cluster</th>
<th>2017 Jobs (Imperial County)</th>
<th>2027 Jobs (Imperial County)</th>
<th>2007 to 2017 Job Change</th>
<th>2017 Location Quotient</th>
<th>2027 Projected Location Quotient</th>
<th>Leading County Cluster</th>
<th>High Current Location Quotient</th>
<th>High Projected Location Quotient</th>
<th>Positive Recent Growth</th>
<th>Positive Projected Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aerospace Vehicles and Defense</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.00</td>
<td>0.00</td>
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<td>Agricultural Inputs and Services</td>
<td>6,775</td>
<td>7,059</td>
<td>681</td>
<td>284</td>
<td>8.11</td>
<td>7.19</td>
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<td>X</td>
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<td>Apparel</td>
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<td>0.00</td>
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<td>Business Services</td>
<td>710</td>
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<td>4</td>
<td>93</td>
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<td>0.17</td>
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<td>Communications</td>
<td>164</td>
<td>202</td>
<td>27</td>
<td>38</td>
<td>0.40</td>
<td>0.49</td>
<td></td>
<td></td>
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<tr>
<td>Construction Products/Services</td>
<td>364</td>
<td>308</td>
<td>-202</td>
<td>-56</td>
<td>1.62</td>
<td>1.14</td>
<td>X</td>
<td>X</td>
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<td>Distribution and Electronic Commerce</td>
<td>1,901</td>
<td>2,158</td>
<td>107</td>
<td>257</td>
<td>0.72</td>
<td>0.70</td>
<td>X</td>
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<td>X</td>
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<tr>
<td>Downstream Metal Products</td>
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<td>14</td>
<td>-17</td>
<td>14</td>
<td>0.00</td>
<td>0.14</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Electric Power</td>
<td>367</td>
<td>464</td>
<td>235</td>
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<td>6.77</td>
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<td>X</td>
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</tr>
<tr>
<td>Environmental Services</td>
<td>34</td>
<td>63</td>
<td>34</td>
<td>29</td>
<td>0.68</td>
<td>1.18</td>
<td></td>
<td>X</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Financial Services</td>
<td>239</td>
<td>322</td>
<td>-106</td>
<td>83</td>
<td>0.29</td>
<td>0.34</td>
<td></td>
<td></td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Food Processing</td>
<td>706</td>
<td>911</td>
<td>369</td>
<td>205</td>
<td>1.10</td>
<td>1.28</td>
<td></td>
<td>X</td>
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<td>Furniture</td>
<td>32</td>
<td>38</td>
<td>-57</td>
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<td>0.37</td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Hospitality and Tourism</td>
<td>428</td>
<td>516</td>
<td>54</td>
<td>88</td>
<td>0.30</td>
<td>0.31</td>
<td></td>
<td></td>
<td>X</td>
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</tr>
<tr>
<td>Information Technology and Analytical Instruments</td>
<td>15</td>
<td>12</td>
<td>-3</td>
<td>-3</td>
<td>0.01</td>
<td>0.01</td>
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<tr>
<td>Insurance Services</td>
<td>26</td>
<td>49</td>
<td>-30</td>
<td>23</td>
<td>0.07</td>
<td>0.13</td>
<td></td>
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<tr>
<td>Livestock Processing</td>
<td>56</td>
<td>0</td>
<td>-1,049</td>
<td>-56</td>
<td>0.67</td>
<td>0.00</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Marketing, Design, and Publishing</td>
<td>71</td>
<td>110</td>
<td>29</td>
<td>39</td>
<td>0.08</td>
<td>0.10</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Medical Devices</td>
<td>0</td>
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<td>0.00</td>
<td>0.00</td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Metal Mining</td>
<td>515</td>
<td>825</td>
<td>515</td>
<td>310</td>
<td>113.94</td>
<td>110.73</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Metalworking Technology</td>
<td>0</td>
<td>13</td>
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<td>0.00</td>
<td>0.08</td>
<td></td>
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</tr>
</tbody>
</table>

I mperial County CEDS | P a g e 41
<table>
<thead>
<tr>
<th>Traded Cluster</th>
<th>2017 Jobs (Imperial County)</th>
<th>2027 Jobs (Imperial County)</th>
<th>2007 to 2017 Job Change</th>
<th>2017 to 2027 Job Change</th>
<th>2017 Location Quotient</th>
<th>2027 Projected Location Quotient</th>
<th>Leading County Cluster</th>
<th>High Current Location Quotient</th>
<th>High Projected Location Quotient</th>
<th>Positive Recent Growth</th>
<th>Positive Projected Growth</th>
</tr>
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<tbody>
<tr>
<td>Nonmetal Mining</td>
<td>41</td>
<td>54</td>
<td>18</td>
<td>13</td>
<td>2.25</td>
<td>2.79</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Oil and Gas</td>
<td>85</td>
<td>168</td>
<td>72</td>
<td>83</td>
<td>0.77</td>
<td>1.65</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Production Tech/Heavy Machinery</td>
<td>36</td>
<td>69</td>
<td>17</td>
<td>33</td>
<td>0.18</td>
<td>0.33</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Recreational Goods</td>
<td>19</td>
<td>27</td>
<td>8</td>
<td>8</td>
<td>0.21</td>
<td>0.37</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Transportation and Logistics</td>
<td>833</td>
<td>1,219</td>
<td>461</td>
<td>386</td>
<td>1.37</td>
<td>1.71</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Wood Products</td>
<td>18</td>
<td>16</td>
<td>-31</td>
<td>-2</td>
<td>0.21</td>
<td>0.19</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Total Jobs (All Sectors)</td>
<td>64,263</td>
<td>74,043</td>
<td>7,093</td>
<td>9,780</td>
<td>0.21</td>
<td>0.19</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Traded Cluster Jobs</td>
<td>13,445</td>
<td>15,420</td>
<td>859</td>
<td>1,975</td>
<td></td>
<td></td>
<td></td>
<td></td>
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<td></td>
</tr>
</tbody>
</table>

Source: ADE, Inc.; data from EMSI and U.S. Cluster Mapping Project

Notes: The job statistics include covered employment, and exclude some sectors, such as military. Location quotient represents a measure of employment concentration in relation to California. Leading county clusters include those clusters designated as such by the U.S. Cluster Mapping Project. Clusters with no current or recent presence in Imperial County and no projected employment growth or designation as a leading cluster are not included in this table. Quotients above 1.0 indicate above average employment concentration.
As noted above, the industry clusters identified in the analysis above are derived from the US Cluster Mapping Project, which the EDA developed in partnership with the Harvard Business School’s Institute for Strategy and Competitiveness. For purposes of analysis, this report employs the same industry cluster names per the US Cluster Mapping Project, as well as the same set of industries that comprise each industry cluster. It is important to note that a number of entities in Imperial County are also interested in and have developed strategies with respect to industry clusters. Below are the names of industry clusters of various Imperial County organizations. The clusters are arranged alphabetically. Each column in the table below is meant to be separate and independent of other columns, meaning that information in the same row but different columns do not correspond to each other.

### RETAIL ANALYSIS

We have updated the recent county retail analysis to add growth in households since 2015 as well as changes in sales levels by store type. The updated countywide analysis is shown in Table 5 below. We estimate households in Imperial County have a purchasing power of $853 million, not all of which is necessarily spent in Imperial County. Tourism generates

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another $235 million in retail demand, making the total retail market in Imperial County about $1.1 billion. This does not count business to business retail demand. While there is some leakage in the restaurant category, the County achieves twice the sales that would be expected from this local demand, or about $2.2 billion per year. The “excess capture” of about $1.2 billion likely comes from Mexican shoppers crossing the border. This figure is fairly consistent with the 2005 estimate by University of Texas researchers, who estimated about $1 billion in economic benefit from Mexican visitors. However, it is also likely the total extent of this market is much greater and therefore represents a significant economic development opportunity for Imperial County.

Table 5: Imperial County Retail Demand and Sales, 2017 ($Millions)

<table>
<thead>
<tr>
<th>Store Type Category</th>
<th>Households in Imperial County</th>
<th>Visitors to Imperial County</th>
<th>Total US Demand: Imperial County</th>
<th>Info USA Sales: Imperial County Retail Sales</th>
<th>Leakage</th>
<th>Excess Capture</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total</strong></td>
<td>$853.5</td>
<td>$235.1</td>
<td>$1,088.6</td>
<td>$2,231.8</td>
<td>$38,541,309</td>
<td>$1,181.7</td>
</tr>
<tr>
<td><strong>Apparel Store Group</strong></td>
<td>$53.3</td>
<td>$9.3</td>
<td>$62.6</td>
<td>$119.0</td>
<td>---</td>
<td>$56.4</td>
</tr>
<tr>
<td><strong>General Merchandise Group</strong></td>
<td>$131.4</td>
<td>$22.0</td>
<td>$153.4</td>
<td>$714.8</td>
<td>---</td>
<td>$561.5</td>
</tr>
<tr>
<td><strong>Specialty Retail Group</strong></td>
<td>$37.0</td>
<td>$13.7</td>
<td>$50.7</td>
<td>$79.7</td>
<td>---</td>
<td>$28.9</td>
</tr>
<tr>
<td><strong>Food, Eating and Drinking Group</strong></td>
<td>$296.2</td>
<td>$144.1</td>
<td>$440.3</td>
<td>$526.4</td>
<td>$38,541,309</td>
<td>$124.73</td>
</tr>
<tr>
<td><strong>Grocery Stores</strong></td>
<td>$185.8</td>
<td>$44.4</td>
<td>$230.2</td>
<td>$354.9</td>
<td>---</td>
<td>$124.7</td>
</tr>
<tr>
<td><strong>Eating Places</strong></td>
<td>$110.4</td>
<td>$99.7</td>
<td>$210.1</td>
<td>$171.5</td>
<td>$38,541,309</td>
<td>---</td>
</tr>
<tr>
<td><strong>Building Materials/ Homefurnishings</strong></td>
<td>$58.0</td>
<td>$0</td>
<td>$58.0</td>
<td>$430.0</td>
<td>$0</td>
<td>$372.0</td>
</tr>
<tr>
<td><strong>Home furnishings and appliances</strong></td>
<td>$29.8</td>
<td>$0</td>
<td>$29.8</td>
<td>$141.4</td>
<td>---</td>
<td>$111.6</td>
</tr>
<tr>
<td><strong>Building materials, etc.</strong></td>
<td>$28.2</td>
<td>$0</td>
<td>$28.2</td>
<td>$288.6</td>
<td>---</td>
<td>$260.0</td>
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<tr>
<td><strong>Automotive Group</strong></td>
<td>$277.6</td>
<td>$46.0</td>
<td>$323.6</td>
<td>$361.8</td>
<td>$0</td>
<td>$38.2</td>
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<td><strong>New Cars &amp; RVs, etc.</strong></td>
<td>$141.0</td>
<td>$0</td>
<td>$141.0</td>
<td>$155.7</td>
<td>---</td>
<td>$14.7</td>
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<tr>
<td><strong>Gasoline Service Stations</strong></td>
<td>$136.6</td>
<td>$46.0</td>
<td>$182.6</td>
<td>$206.1</td>
<td>---</td>
<td>$23.5</td>
</tr>
</tbody>
</table>

Source: ADE, Inc.

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This section of the CEDS discusses ways in which officials in the public and private sectors have embraced “resilience” as a framework for planning Imperial County, particularly in the face of natural and/or man-made shocks to the region’s economy and quality of life. First, this section summarizes steps taken by officials to diversify the economy. Then, this section discusses emergency management plans in place to deal with natural and/or man-made disasters.

RESILIENCE THROUGH ECONOMIC DIVERSIFICATION

Imperial County’s economy is tied closely and directly to the natural environment in many ways. Key economic sectors such as agriculture, renewable energy, natural resources (lithium, sand and gravel, manganese, etc.), retail, and tourism. Whereas the first set of sectors involves extracting natural materials from the ground and air, retail and tourism involves leveraging the natural setting to attract recreational use by visitors. Even the economic sector having to do with national security is related to the natural environment, in so far as the proximity of Imperial County to the West Coast of the United States represents a strategic location relative to evolving national security challenges emanating from the Pacific Ocean. Yet, each of these six sectors (agriculture, energy, resource extraction, retail, tourism, and national security) is highly vulnerable to shocks emanating from beyond Imperial County.

- The April 2018 E. Coli outbreak attributed to lettuce growers around Yuma, Arizona has affected growers to some extent in Imperial County.

- The price of natural resources extracted from the earth fluctuate daily on the world market, resulting in possible shuttering of operations and loss of jobs on a moment’s notice.

- A significant part of retail spending in Imperial County is attributable to Mexicali day-shoppers, the steady flow of whom can be affected by decisions made in the nation’s capital.

- Similarly, the continuing presence of Naval Air Facility, El Centro is also tied to decisions made in Washington D.C.

In an effort to improve the resilience of these leading economic sectors in the face of any kinds of potential shocks, Imperial County officials have attempted to build-on and diversify these critical parts to the county’s economy. Indeed, Goal No.1 in this CEDS is to diversify the county economy. The following are select examples of ways officials are seeking to diversify the economy with resilience in mind.
ECONOMIC DIVERSIFICATION THROUGH FOREIGN TRADE

Given its proximity to nearby Mexico, Imperial County is fortunate to have a number of economic development programs and entities, which through their respective niches, help improve the global competitiveness of businesses operating in Imperial County. These programs and entities are the Foreign Trade Zone program managed by the County, the Cali Baja Bi-National Mega-Region (Mega Region Initiative), Imperial-Mexicali Bi-National Alliance (IMBA), and the FourFront initiative.

FOREIGN TRADE ZONE DESIGNATION

The County is designated as Foreign Trade Zone (FTZ) #257 and offers a flexible location designation that makes most areas of the County eligible to benefit from FTZ status. City and County officials entered into a joint powers agreement to create the Imperial Valley Foreign Trade Zone 257 to "expedite and encourage foreign commerce" in the United States for geographical areas, in or adjacent to Customs Ports of Entry. In Spring 2017, the US Foreign Trade Zone Board approved a request made by the Imperial Valley FTZ 257 JPA to allow the FTZ to re-organize under the Alternative Site Framework (ASF). The new ASF designation will allow Imperial Valley FTZ 257 officials to quickly respond to private sector requests to designation new FTZ areas within the service area, with the possibility of designating up to 2,000 acres in the future.

CALI BAJA BI-NATIONAL MEGA-REGION INITIATIVE

The Cali Baja Bi-National Mega-Region (Mega Region Initiative) is an intermediary that coordinates US- and Mexico-based economic development organizations, so as to foster in a coordinated manner long-term economic development strategies that promote the global competitiveness of Mega Region Initiative partners and San Diego County, Imperial County, and Baja California in Mexico in general. Among the services it offers, staff at the Mega Region Initiative can assist Imperial County businesses in implementing strategies to access markets in the Mexicali region, as well as offer advice to businesses interested in accessing (but not yet ready to access) markets in nearby Mexico. In the coming years, the Mega Region Initiative plans to focus partners’ attention on strategies that improve the integration of Mexico-Imperial County (and Mexico-San Diego County) industrial supply chains.

IMPERIAL-MEXICALI BI-NATIONAL ALLIANCE

The Imperial-Mexicali Bi-National Alliance (IMBA) is a forum where public and private economic development organizations on both sides of the border separating Imperial County, USA and Mexicali, Mexico, as well as public entities that facilitate economic development (such as the Imperial County Transportation Commission), address matters pertaining specifically to border infrastructure and larger environmental and economic

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trends that can influence cross-border trade. Staff at the IMBA is collaborating with the IVDRC in implementing efforts to market and position both the Imperial County and Mexicali regions.

**FOURFRONT INITIATIVE**

A new FourFront initiative has been launched between Mexicali, San Luis Rio Colorado, Yuma County (Arizona), and Imperial County focusing on economic development, public safety, environmental protection, and tourism development.

**RENEWABLE ENERGY**

Imperial County is a national leader when it comes to development of renewable energy sources. In an effort to further diversify and develop various kinds of renewable energy in Imperial County, County officials updated the County General Plan to include a revamped “Renewable Energy and Transmission Element.” Goals and policies identified in the new Element are aligned with goals and policies in the other chapters of the updated General Plan, lessening conflicts between renewable energy and other land uses, where the former uses are allowed. Moreover, adoption of the new element removes previously existing barriers to renewable energy projects, and lessens the number of reports required when a new development company seeks zoning changes in pursuit of renewable energy projects.

County officials designed the Renewable Energy and Transmission Element to provide guidance and approaches with respect to the future siting of renewable energy projects and electrical transmission lines in the County. Officials intended to take into account both the expansion of new types of renewable energy projects and the potential and probable growth of major transmission facilities anticipated to occur in Imperial County. New transmission

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29 Imperial County Transportation Commission, “Imperial-Mexicali Binational Alliance” (https://bit.ly/2QGkRY4)
30 El Centro Chamber of Commerce and Visitors Bureau, “Geothermal/alternative energy transmission element in Imperial County’s general Plan to be updated” (October, 2013) (https://bit.ly/2jwRGDH)
lines will be needed to accommodate increased demand for power delivery due to both local and regional demand, system delivery requirements in southern California’s service area, the need to improve overall system reliability and to support the development of expanded renewable energy power production and exportation.\textsuperscript{31} To underscore the diversification of renewable sources of energy underway in Imperial County, in 2012, solar amounted to one percent of total megawatts of electricity generated by plants in Imperial County (or 13 MW out of a total of 1,329 MW). Within five years, solar amounted to 44 percent of total megawatts, or 1,239 megawatts out of a total of 2,818 megawatts. Over the same period, geothermal went from 43 percent to 25 percent of total megawatts.

In addition, the acceptance of the revised State Water Board Order WRO 2003-0013 in November 2017, by the State Water Resources Control Board will help to stimulate additional development of geothermal energy production capacity at the Salton Sea.

TOURISM

Imperial County is unique in that its tourism economy rests on strong day- and seasonal-visitors. Over the five-year 2013-2017 period, on average 20.8 million persons a year crossed by foot or car into the United States from the three US-Mexico Points of Entry, with the bulk travelling through Calexico West P.O.E.\textsuperscript{32} Mexican citizens living in Mexico who have obtained what is called a Border Crossing Card (“B1” [business visitor] or “B2” [tourist]) from the US Customs and Border Protection can temporarily enter the United States, though once in California temporary visitors must remain within 25 miles of the US-Mexican border and can stay no longer than 30 days per visit.\textsuperscript{33} To be eligible for a “B1” or “B2” Visitor Visa, Mexican nationals must have significant ties to Mexico, such as owning property or a business, and have the financial resources to pay for the visit.\textsuperscript{34} Ghadda and Brown estimate that visitors from Mexicali spend $1.3 billion on retail goods and services in Imperial County.\textsuperscript{35}

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\textsuperscript{31} Imperial County, Planning and Development Services Department, “Renewable Energy and Transmission Element”, page 1.
\textsuperscript{32} US DOT, Bureau of Transportation Statistics, “Broder Crossing/Entry Data” (multiple years)
\textsuperscript{33} US Customs and Border Control (https://bit.ly/2xXCcY)
\textsuperscript{34} Nolo Press, “How to Obtain and Use a Border Crossing Card” (https://bit.ly/2kWCTHt)
\textsuperscript{35} Suad Ghadda and Cynthia Brown, University of Texas-Pan American, Center for Border Economic Studies, “The Economic Impact of Mexican Visitors Along the U.S.-Mexico Border: A Research Synthesis” (2005), page 7
In addition to visitors from nearby Mexicali, Imperial County attracts long-term, seasonal vacationers from as far away as Canada. Most of these “snowbirds” arrive at various RV campgrounds across the County starting in mid-October and stay until mid-April the following year. According to Dean Runyan Associates, visitors staying at Imperial County campgrounds spent $122.4 million in 2016 in the County, out of a total of $347.6 million for visitors staying at all types of lodging. At $99.7 million, visitor-spending was mostly at dining places, followed by $63.3 million for the cost of accommodations. Arts and recreation ($49.1 million), gasoline ($46.0 million), retail sales ($45.0 million), and food stores ($44.4 million) rounded-out the balance of visitors’ spending in Imperial County in 2016.\(^\text{36}\)

To underscore its commitment to the tourist sector, in December 2015, the Imperial County Board of Supervisors adopted a 5-year Strategic Plan, the first two goals of which highlighted tourism within their respective objectives. As one of the seven objectives within Strategic Plan “Goal 1: Identify/Image”, officials committed to exploring and enhancing tourism activities that focus on the unique attributes of Imperial County. To this end, the County is coordinating with Chambers of Commerce and local agencies in implementing

\(^{36}\) Dean Runyan Associates, “California Travel Impacts by County, 1992-2016” (an annual study for the Governor’s Office of Business Development and Joint Marketing Venture for Visit California), page 70
joint tourism promotional events. Local officials in Calexico have been working with the private sector to expand quality retail aimed at attracting even more shoppers from nearby Mexicali, having taken steps in early 2017 to start Phase Two of the successful Gran Plaza Outlets project that opened in 2013. Phase Two includes 1.1 million square feet of retail, which will be on top of the 287,000 square feet built as part of Phase One completed in 2013.

In addition, Phase 1 of the planned improvements to the POE in Calexico was completed in 2015, and a Phase 2 is planned to further expand the throughput of the border crossing.

**RESILIENCE THROUGH EMERGENCY MANAGEMENT PLANNING**

Imperial County is at risk of experiencing a broad range of natural and man-made hazards and threats, in large part because of its topography, urban-rural mix, and growing permanent, transient, and recreational populations. Compounding matters, Imperial County is in one of the most earthquake-prone areas in the United States. Branches of the San Andreas Fault form the eastern boundary of the County, while the San Jacinto-Coyote Creek and Elsinore-Laguna Salada Faults form the western boundary. After Los Angeles County (six), Imperial County had the highest number (three) of federal and state earthquake disaster declarations in the State of California in the sixty years prior to 2010.

The Imperial County Office of Emergency Services (OES) provides emergency management services for the County/Operational Area including its seven cities/towns and special districts. OES coordinates emergency operations activities among all the various local jurisdictions and develops written guidelines for emergency preparedness, response, recovery and mitigation to natural / man-made disasters, and technological disasters. OES is mandated by the California Emergency Services Act (Chapter 7, Division 1, Title 2 of Government Code) to serve as the liaison between the State and all the local government political subdivisions comprising Imperial County.

In an effort to improve emergency preparedness, in 2013 the OES worked with stakeholders throughout the County to prepare and ultimately adopt the “Imperial County Multi-Jurisdiction Hazard Mitigation Plan Update” (MJMHP 2013 Update). While federal law requires that local communities address only natural hazards, the Federal Emergency Management Agency (FEMA) recommends that local comprehensive mitigation plans address man-made and technological hazards to the extent possible. Towards that goal, the

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37 Imperial County, “Imperial County 2020 Strategic Plan” page 8.
38 KYMA News, "City council defers nearly half a million dollars for Gran Plaza Outlets" (December 29, 2016) https://bit.ly/2sJrQ8M
39 Imperial County, Office of Emergency Services, Multi-Jurisdiction Hazard Mitigation Plan, page 91
40 Imperial County. General Plan: Seismic and Public Safety Element, page 3
41 Imperial County, Office of Emergency Services, Multi-Jurisdiction Hazard Mitigation Plan, page 101
partners involved in preparing the MJMHP 2013 Update addressed an expansive set of hazards.⁴²

In adopting the MJMHP 2013 Update, the County, local jurisdiction, and other entities, such as the Imperial Irrigation District and all of the school districts in the County, have agreed to the same goals, objectives and programs with respect to preparing for and responding to natural or man-made disasters. Recognizing that jurisdictions will have their own unique set of challenges with respect to disaster preparedness and planning, the MJMHP 2013 Update identifies hazard mitigation programs in a comprehensive manner, easily allowing stakeholders to see how their colleagues identify hazards, as well as the various planning and enforcement tools to prepare for and deal with disasters (such as building codes and programs for expedient retrofitting and rehabilitation of weak structures to reduce the scope of an earthquake disaster). In identifying stakeholders’ responses to hazards, the MJMHP 2013 Update addresses matters on a hazard-by-hazard basis, starting first with earthquakes, followed by flooding, extreme weather, wildfire, dam failure, infestation, hazardous materials, naturally-occurring biological threats, and terrorism.

The benefits of developing a multi-jurisdictional plan are: improved communication and coordination among jurisdictions and other regional entities; comprehensive mitigation approaches to reduce risks affecting multiple jurisdictions; publication of action plans on a jurisdiction-by-jurisdiction basis showing how each jurisdiction prioritizes and plans for mitigating hazards; possible resource- and cost-sharing that increase efficiency and reduce duplication of efforts; and clear organizational structure assigning responsibilities among jurisdictions.⁴³

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⁴² Imperial County, Office of Emergency Services, Multi-Jurisdiction Hazard Mitigation Plan, page 2
⁴³ Imperial County, Office of Emergency Services, Multi-Jurisdiction Hazard Mitigation Plan, page 279-307
SWOT ANALYSIS

Analysis of indicators in the Economic Summary above (along with community input through the OEDC and CEDS Committee) have identified a number of strengths, weaknesses, opportunities and threats for economic development in Imperial County. These topics are discussed below in two sections, the first presenting key strengths and opportunities that the County offers that may be expanded or leveraged to increase and diversify job development in the County. The second section identifies issue areas the county and its economic development and planning partners continue to address in order to improve the economic development landscape in the County.

STRATEGIC ASSETS AND OPPORTUNITIES

**Binational Trade/Foreign Trade Zone.** Strategically located at the U.S. Mexico border in proximity to Mexican maquiladoras in Mexicali, Imperial County offers a tremendous opportunity for international trade. The two Ports of Entry (POE) in and near Calexico support cross border product shipments totaling $16.1 billion in 2017, of which $10.6 billion are advanced manufacturing products (See Tables A-56 to A-61). The County also has a third POE serving the Yuma area. In addition, an estimated $1 billion in consumer retail expenditures come from Mexico annually.

City and County officials entered into a joint powers agreement to create the "Imperial Valley Foreign Trade Zone 257" to "expedite and encourage foreign commerce" in the United States for geographical areas, in or adjacent to Customs Ports of Entry. Foreign Trade Zone areas are located in and around the cities of Brawley, Calexico, Calipatria, Imperial, and El Centro, as well as in unincorporated areas east of Calexico along Route 7.

In Spring 2017, the US Foreign Trade Zone Board approved a request made by the “Imperial Valley FTZ 257” JPA to allow the FTZ to re-organize under the “Alternative Site Framework” (ASF). The new ASF designation will allow “Imperial Valley FTZ 257” officials to quickly respond to private sector requests to designate new FTZ areas within the “Imperial Valley FTZ 257” service area, with the possibility of designating up to 2,000 acres in the future. Recognizing the benefits of the ASF status, Calipatria is seeking to update the tentative map for the 96-acre area near an airport that also contains this city’s FTZ, so as to broaden allowable types of economic activity.

Merchandise of every description may be held in the Zone without being subject to Customs duties and other ad valorem taxes. A key benefit of the FTZ is relief from “inverted tariffs”, which occurs when the duty rate for an overall finished good is lower than the duty rate of component parts. This relief incentivizes manufacturers that utilize imported materials to

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44 US Department of Transportation, Bureau of Transportation Statistics (TransBorder Freight Data: Port and Commodity Data Query)[https://bit.ly/2wLmn5Q]
locate in FTZ. Other FTZ benefits include: duty exemption on re-exports; duty elimination on waste, scrap, and yield loss; and duty deferral. These types of tariff and tax reliefs are designed to lower the operation costs and enhance cost-competitiveness for U.S.-based companies engaged in international trade.

In addition to the FTZ, Imperial County offers strong governmental coordination through the Cali Baja Bi-National Mega-Region (Mega Region Initiative), which was founded in 2008 and officially incorporated in 2011. The Mega-Region Initiative is an intermediary that coordinates US- and Mexico-based economic development organizations, so as to foster long-term economic development strategies that promote the global competitiveness of Mega Region Initiative partners and San Diego County, Imperial County, and Baja California in Mexico in general.). Another key economic development organization is the Imperial-Mexicali Binational Alliance (IMBA), which was established in 2013, via a Memorandum of Understanding involving the Imperial County Transportation Commission (ICTC), Imperial Valley Economic Development Corporation (IVEDC) and many economic development organizations based in Mexicali, Mexico. The IMBA is an advisory entity in which IMBA partners work together particularly on issues pertaining to logistics and international crossings, economic development, and environmental issues. In addition to IMBA and the Mega Region Initiative, a new FourFront initiative has been launched recently between Mexicali, San Luis Rio Colorado, Yuma County (Arizona), and Imperial County. This new initiative focuses on economic development, public safety, environmental protection, and tourism development. All of the programs and initiatives described above help Imperial County achieve its goals with regard to international trade, especially in the areas of advanced manufacturing, logistics and transportation, and retail trade.

**Renewable Energy Production/ Broadband Expansion.** Imperial County is leader in California in the production of renewable energy, with a current capacity of 2,818 MW. Since 2012, the annual growth rate in total electricity production has been 15 percent, driven mainly by growth in solar facilities and natural gas power plants (Figure 7 and Table A-62). Solar, geothermal and wind energy production comprise nearly 80 percent of this portfolio, with continued expansion forecast. Geothermal is particularly important as a base load source of energy, produced 24 hours a day, which helps to maintain system voltage. Controlled Thermal Resources, in collaboration with Alger Alternative Energy, is proposing to build the largest geothermal power plant in the nation, which will also extract lithium from the salt brine processed in the plant. On a side note, solar facility operators contribute on a voluntary basis to what is called the Imperial County Public Benefit Program, which the Board of Supervisors established in 2012. Starting in 2016, Imperial County began

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46 Imperial County Transportation Commission, "Imperial-Mexicali Binational Alliance“ (https://bit.ly/2QGkRY4);
Mexicali-based entities: Consejo de Desarrollo Económico de Mexicali (CDEM), Comisión de Desarrollo Industrial de Mexicali (CDI), el Instituto Municipal de Investigación y Planeación Urbana de Mexicali (IMIP) and Secretaria de Infraestructura y Desarrollo Urbano del Estado de Baja California (SIDUE).
disbursing funds to programs across Imperial County. Thus far, the Public Benefit Program has approximately $5 million.\(^47\)

**Figure 7: Megawatts of Power Generation Capacity by Source, Imperial County, 2002-2017**

In addition, the Imperial Irrigation District (IID) has developed a state of the art energy storage facility that provides added stability and reliability to the energy network.\(^48\) IID’s 30-megawatt, 20 MW-hour battery energy storage system provides operational support across the balancing authority. The system provides grid flexibility and increases reliability on the IID network by facilitating solar integration, frequency regulation and power balancing. In April 2017, IID used its battery to set precedent in the energy industry by demonstrating “black start” capability. The district’s battery energy storage system, one of the largest of its kind in the western U.S., successfully supplied the electricity necessary to start IID’s 44-MW combined-cycle natural gas turbine at the El Centro Generating Station.


The County recently adopted a General Plan Amendment that allows the integration of energy storage into solar power facilities. This greatly reduces the loss of solar power production during non-peak periods.

Officials in Imperial County have begun efforts to bridge the digital divide separating the communities “with” and “without” high-speed broadband. Imperial Valley Economic Development Corporation manages the South Border Broadband Consortium (SBBC), which operates on a grant through the California Public Utilities Commission and includes both Imperial and San Diego Counties. The SBBC is working with both public and private sector partners, as well as unserved and underserved community members, to assess the needs and gather data necessary to build out a high-speed data communications network that serves 21st century business needs.

In addition to the SBBC, there is also the Imperial Valley Telecommunication Authority (ITVA). The IVTA is a “Public Joint Powers Authority” (JPA) involving all Imperial County school districts, city agencies, county agencies, Imperial Community College and San Diego

49Imperial County Transportation Commission, Management Committee, February 14, 2018 Agenda Packet (https://bit.ly/2PsarLd)
State University-IVC.\textsuperscript{50} The IVTA seeks to connect participating agencies to a state-of-the-industry fiber-optic communications network, as well as provide training, IT support and plan for future growth in services. In addition to connecting public entities, the IVTA seeks to connect students in their homes through an initiative called the BorderLink project. On the private sector side, Time Warner, Charter Spectrum, and AT&T all have fiber optic infrastructure available. IVTA is dedicated to provide new technology and a community-wide system access to the Imperial Valley Public agencies, and contribute to the growth and development of the community.

With these energy and communications assets, Imperial County would be a prime location for data centers, advanced manufacturing, design firms, medical facilities and other businesses with high energy and data requirements.

\textbf{Locally Owned Utility.} The Imperial Irrigation District (IID) is a locally owned water and power utility which gives customers a voice over utility operations, policies and rates. IID is also a valuable community asset that contributes to the well-being of its customers in the form of protection of water rights and water conservation, balancing authority, energy resource development, energy efficiency, environmental protection and economic development. With more than 3,000 miles of canals and drains, IID is one of the largest irrigation districts in the nation. The IID Water Department is responsible for the timely operation and maintenance of the extensive open channel system, and effectively delivers its annual entitlement of 3.1 million acre-feet, less water transfer obligations, to nearly one-half million acres for agricultural, municipal and industrial use. Of the water IID transports, approximately 97 percent is used for agricultural purposes, making possible Imperial County’s ranking as one of the top 10 agricultural regions nationwide. The remaining 3 percent of its water deliveries supply seven municipalities, one private water company, and two community water systems. As on-farm conservation efficiency measures are implemented, this 97 percent ratio will change.\textsuperscript{51}

\textsuperscript{50} The Imperial Valley Telecommunications Authority, "Welcome", (https://bit.ly/2PplC7j)
\textsuperscript{51} Imperial Irrigation District, "Water" (https://bit.ly/2CBPmLQ)
Transportation Network. The Imperial County region possesses a wide array of transportation and infrastructure assets and is uniquely located in proximity to major production, trade, and population centers of Southern California and Arizona. For shipping and logistics, the highway system in Imperial County handles approximately 97 percent of total commodity flows across the county. There are four major north-south corridors handling freight within the county: Forrester Road, from I-8 to SR-78/86 in Westmorland; State Route 7 (SR-7) from the Calexico East Port of Entry to I-8 Freeway; SR-111 from the Calexico West Port of Entry to SR-86 in Riverside County; and SR-86, from SR-111 to Riverside County where it connects with Interstate 10. Additionally, there are two major east-west corridors for trucks: the Interstate 8 freeway, which originates in San Diego County through Imperial County to the California/Arizona Border and eventually connecting to Interstate 10, which connects to the east coast; and SR-98 which parallels Interstate 8 through most of the southern part of the county. This system is mostly complete and consists of the SR-7 expressway, the SR-111 expressway, the SR-78/111 Brawley Bypass Expressway, and the SR-86 Expressway north of Westmorland. This system facilitates the movement of goods from the international border with Mexico through Imperial County to Coachella Valley in Riverside County with connections west to the Los Angeles and Long Beach seaports and other key distribution centers throughout California (See Tables A-63 to A-64 for traffic volume trends).
The “NAFTA Corridor” includes much of this system. On a north-to-south axis, the “NAFTA Corridor” includes all of Imperial County’s SR-86 and SR-111, both of which ultimately connect with Interstate 10 near Indio (Riverside County), facilitating to and from movement of goods by truck between Los Angeles and Long Beach seaports, Imperial County, and Mexicali, Mexico. On an east-to-west axis, the corridor includes Interstate 8, which connects Imperial County with Arizona to the east, San Diego to the west, and Mexicali, Mexico to the south (via SR-111, -98, and -86).

Since 2016, over $500 million in funding has been designated for improvements to various segments of the Imperial County highway network and it is estimated that 8,500 jobs will be created over the next three to five years as a result of the regional highway improvement projects in Imperial County.

Imperial Valley Transit operates 11 fixed routes that cover all of the Imperial Valley seven days a week. New transit transfer stations have been completed in the cities of Brawley and El Centro. The implementation of both stations helped further enhance the town centers of each city and create future opportunities for sustainable improvements in the downtown business districts. Two additional transit transfer stations are planned in the cities of Imperial and Calexico. The City of Imperial began the design phase in 2015, and a feasibility study was completed for the Calexico Intermodal Transportation Center in 2014.

The Imperial County Airport is designated a 139 Commercial Airport, as well as the largest general aviation airport in the county. Owned and operated by the County of Imperial, the airport is centrally located within the jurisdictional boundaries of the city of Imperial along Highway 86. The Imperial County Airport provides air service for private and commercial passenger and freight transportation (Table A-65). Currently, freight is transported through the courier services of Federal Express (FedEx) and United Parcel Service (UPS). At the Imperial County Airport, there are daily scheduled airline flights, air cargo, military operations, U.S. Department of Homeland Security aircraft, as well as several business jets and private general aviation flights.

Additionally, there are four publicly owned general aviation airports located in the cities of Brawley, Calipatria, Calexico, and Holtville. The Brawley, Calipatria, and Calexico airports are for general aviation use only. The Calexico International Airport does facilitate cross-border and international passenger travel, with U.S. Customs and Border Protection (CBP) Inspection Officers that are based at the airport daily. The Holtville Airstrip is currently closed to civil aircraft operations, but has economic development potential as a future regional air cargo and passenger facility.

Imperial County is also served by rail connections from Mexico, Riverside County, and Arizona. Commodity flows by rail account for about 3 percent of total commodity flows in the county. The Union Pacific Railroad (UPRR) owns and operates a line originating at the

Calexico West border crossing, extending north to El Centro and ultimately connecting with other UPRR tracks at Niland, heading north to Riverside County and southeast to Arizona (Sunset Line). UPRR also owns and operates the section between Plaster City and El Centro. That section is in service, and connects with other UPRR lines at El Centro. Finally, the Baja California Railroad (formerly known as Carrizo Gorge Railway) owns the rights to operate on a small section of tracks in the western portion of the county between the San Diego County line and Plaster City. This section of the rail line is currently closed for operations; however, there are potential operators and investors exploring opportunities to re-open the line for freight movement between the San Diego-Tijuana region to and through the Imperial-Mexicali region.

After six years of planning and negotiating, officials in Imperial County eagerly await the re-opening of the rail line referred to as the Desert Line, which Pacific Imperial Rail (PIR) began leasing from the San Diego Metropolitan Transit System (MTS) in 2012, in hopes of restoring the line so as to speed-up shipment of goods from maquiladoras in Mexicali to points through-out the United States. The project involves PIR, MTS, and Mexico-based Baja Rail, which will provide the train service. When ready, the line can accommodate trains with up to 30 cars that will travel from Tecate, Mexico to Coyote Wells in Imperial County. There, cars will be assembled into 100-car trains for delivery to the Union Pacific Railroad in nearby Plaster City. To accommodate this activity, a new intermodal facility will be built in Coyote Wells by PIR. Needed repairs on the lines, including on its 17 tunnels and 57 bridges, is estimated to cost roughly $60 million. Officials said if everything goes as planned, they expect to complete the project by 2020. The San Diego region and U.S.-Mexico binational economies lose a staggering $6 billion annually due to long delays in getting trucks carrying freight – such as new automobiles – across the U.S. – Mexico land borders in San Diego, according to a study done by the San Diego Association of Governments. An operational Desert Line will ease congestion, reduce air pollution, promote commerce and create jobs.53

Construction Materials/Heavy Metals. Imperial County is home to one of the largest gypsum plants in the country, which is owned by U.S. Gypsum, a company that manufactures more than half the drywall in the United States. Imperial County is also a large supplier of construction aggregate materials, including sand and gravel.

In addition, technologies are being developed to extract lithium from the brine produced in geothermal power wells, particularly in the Salton Sea area. In May 2018, Senator Ben Hueso (D-Imperial County) announced a $2.5 million grant for a new geothermal project by EnergySource Minerals, LLC titled “Well to Wheels Lithium Design” located in Imperial


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Valley. In addition, the geothermal plant proposed by Controlled Thermal Resources, which is planned to be the largest in the nation, will also extract lithium from the brine processed through the plant. Batteries using lithium metal power most of the electronic devices and electrical cars in the country.

**Military.** Naval Air Facility-El Centro (NAF EC) provides combat and readiness training to active and reserve aviation units for the Navy’s operating and training forces, and for other U.S. forces and allied units. The combination of a unique climate, vast unobstructed desert terrain, limited non-military air traffic and the availability of dedicated gunnery and bomb ranges makes NAF EC an ideal environment for a wide range of training activities. NAF EC represents a stable source of economic stimulus to the surrounding region in the form of good-paying jobs, housing and retail demand, as well as local expenditures for supplies and support services. The total economic benefit to the County was estimated in 2010, to be $105 million annually. In addition to serving as the winter home of the famous “Blue Angels” squadron, NAF EC was also the filming location of much of the popular mid-1980s Tom Cruise movie “Top Gun.”

Along with proximity to nearby ranges, what makes NAF EC a unique location in terms of military preparedness is its proximity to San Diego-based naval fleet carriers with which NAF EC-based fighter pilots often train. The El Centro military facility has specialized landing areas on the main runway at NAF EC that allows fighter pilots to simulate night-time aircraft landing operations, which can be perilously difficult.\(^{54}\)

Large amount of vacant, affordable land. The cities in Imperial County have zoned large tracts of land for industrial use and are actively pursuing funding for infrastructure to these sites. In addition the availability of land, there are a number of planning areas throughout Imperial County and, of these, the three below are targeted for significant economic development activity. Below are summaries of these specific plan areas.

- **Imperial Center**: The Imperial Center is a 78-acre area near unincorporated Heber that is designated as regional commercial center for specialty commercial uses, retail, and wholesale. Currently, the property consists of an Arco Gas Station, a convenience store, an event center, a retail store, and four restaurants, with future of hopes of serving as a trading platform for businesses based in the Far East interested in operating in the United States, especially to access Imperial County's locational advantage and tax incentives.55

- **Mesquite Lake Specific Plan**: The Mesquite Lake Specific Plan area is also known as the Keystone Planning Area. Imperial County established the specific plan for 5,100 acre area in central Imperial County in the early 1990s in an effort to allow for heavy industrial development in an area that is away from urban conflicts, to spur job creation in manufacturing, fabrication, processing, wholesaling, transportation, and energy resource development. California Energy and Power is well into the permitting process to open by 2019, a sugarcane-to-ethanol and electricity production facility within the Keystone Planning Area. When operating, the facility will employ an estimated 400 workers.56

- **Gateway Specific Plan**: The Gateway of the Americas Specific Plan Area ("Gateway") is comprised of 16 separate private property ownerships covering over 1,700 acres, as well as those controlled by Federal, State, and local agencies. It is located adjacent to the international boundary approximately 6 miles east of the City of Calexico. The "Gateway" is designed to support and maximize the economic benefits associated with the POE and the international commerce that it encourages. The abundance of large tracts, along with the adjacent location to the international border and the POE, make the "Gateway" a very unique area for economic development. The Gateway development area has available land for trucking and customs broker operations, warehousing, and industrial/light industrial uses.


Imperial County officials recently signaled an interest in allowing industrial cannabis and hemp operations within this area.\textsuperscript{57}

\textbf{Agri-business.} Agriculture has historically been an important part of the County economy and opportunities exist to increase value-added food processing in the County as well as to team with the biotechnology industry growing in San Diego County. According to the most recent Crop Report for Imperial County issued in July 2018, the agricultural sector directly generated $2.1 billion in economic value in 2017.\textsuperscript{58} Of this amount, $1.02 billion was generated by vegetable and melon growers (or 49 percent of the total), with livestock operations generating $452.7 million in value (or 22 percent of the total). Interestingly, over the last five years, the economic value generated by vegetable and melon growers increased annually in inflation-adjusted dollar by 5.8 percent between 2012 and 2017, while total value dropped slightly over the same period by -0.1 percent a year. In 2012, vegetable and melon growers generated $766.8 million in value, versus $1.02 billion in 2017. Overall value was at $2.08 billion (in year 2017 dollars) in 2012.

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\textit{Bill Gates Photography}

\textsuperscript{57}Imperial County, Planning and Development Services, "Gateway Specific Plan" (https://bit.ly/2CI79km), Imperial County CEDs 2016-2017 Update, page 86, Imperial County Board of Supervisors, https://bit.ly/2yy2NrH

\textsuperscript{58}Imperial County, Office of the Agricultural Commissioner, Imperial County Annual Crop Reports (Year 2013 and 2018)(https://bit.ly/2OHrDN1 and https://bit.ly/2ycI64X)
Tourism. Tourists to Imperial County generate an estimated $347.6 million (2016) in the County and support more than 4,700 direct jobs, about 7 percent of total employment in the County. These figures do not include retail shopping that occurs by Mexicali residents. With its favorable winter climate, extensive outdoor recreation resources and easy connections to Mexico, Imperial County is a natural location for continued tourism investment. The City of El Centro is investing $14.4 million to build a state of the art aquatic center, scheduled to be opened in August 2019.

Incentives and Designations
Imperial County offers a number of business incentives through partnerships with federal and state programs.

Foreign Trade Zone (FTZ). As previously described, the County is designated as Foreign Trade Zone (FTZ) #257 and offers a flexible location designation that makes most areas of the County eligible to benefit from FTZ status.

Opportunity Zones. The 2017 Tax Cuts and Jobs Act created Opportunity Zones within which federal tax savings through stepped up depreciation are available. Imperial County has seven Opportunity Zone Tracts, including large portions of the cities of El Centro, Calexico, Holtville, and Brawley, as well as unincorporated areas.

California State Programs. Many Imperial County businesses qualify for several state tax credit programs through the state of California, including the Manufacturers Sales tax Exemption, the California Competes Tax Credit Fund, and New Employment Tax Credit. This latter program applies to former Enterprise Zone areas and eligible census tract with high poverty and unemployment, of which Imperial County has a number.

HUB Zone. The Historically Underutilized Business Zones (HUBZone) program helps small businesses in urban and rural communities gain preferential access to federal procurement opportunities. These preferences go to small businesses that obtain HUBZone certification in part by employing staff who live in a HUBZone. The company must also maintain a "principal office" in one of these specially designated areas. The federal Small Business Administration (SBA) regulates and implements the HUBZone Program.59

New Market Tax Credits (NMTC). This program attracts investment capital to low-income communities by permitting individual and corporate investors to receive a tax credit against their Federal income tax return in exchange for making equity investments in specialized financial institutions call Community Development Entities (CDEs).

EB-5 Program. The US Citizenship and Immigration Service (USCIS) administers the Immigrant Investor Program, also known as EB-5. Imperial County has three regional

centers approved by USCIS to attract foreign investment for job creation. With Imperial County’s unemployment rates, investors receive the preferential rate of $500,000 per investment to access the program and receive immigration visas.

**Recycling Market Development Zone (RMDZ).** Established by the State of California, this program offers low interests loans for businesses operating in recycled materials markets. The Recycling Market Development Zone (RMDZ) program provides economic incentives and technical services to businesses that divert waste from California’s landfills while adding jobs and revenues to the local economy. By tapping into the resources offered through the RMDZ program, you can help conserve resources and increase your bottom line at the same time.\(^6^0\)

**Imperial Valley Small Business Development Center.** The Imperial Valley Small Business Development center supports economic growth, job creation, and opportunities for local investment through a core set of services. These services include confidential and no-cost one-on-one counseling, and entrepreneurship training that help move business owners from start-up to success. In 2018, the SBDC helped create 323 jobs, on top of the 196 it helped create in 2017. During the two-year 2016-2018 period, the SBDC helped clients access $5.9 million in financing.\(^6^1\)

**ADDITIONAL STRENGTHS AND OPPORTUNITIES**
Imperial County offers a number of economic development assets and opportunities in addition to those highlighted above.

- Available/trainable workforce
- Close-knit communities with growing community-based partnerships
- Positive, pro-growth rural business attitude
- Multicultural community
- Simplified development process
- Accessible local officials
- Collaboration among agencies

**STRATEGIC INITIATIVES TO ADDRESS WEAKNESSES AND THREATS**
Economic development efforts throughout Imperial County are focused on a number of issues:

**STRATEGIC INITIATIVES TO ADDRESS WEAKNESSES**

**Workforce Development.** Although the County experiences long term high unemployment rates, substantial efforts are underway to focus workforce training and education on key industry priorities. The ICWBD is currently updating a crucial, state-mandated strategic plan called the “Local Workforce Development Plan” (Plan), which will be finalized in early 2019.

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\(^6^0\)San Diego/Imperial Valley Recycling Market Development Zone, "Program Overview" (https://bit.ly/2IO7OAS)

\(^6^1\)Imperial Valley Small Business Development Center, "2018 Progress Report"
Among other things, the Plan addresses elevating workers’ technical skills in response to industry innovations and technological changes, as well as supporting job training programs that are also industry-certified. Preparing labor force with some work experience for well-paying middle-skill occupations is another part of the Plan.\[^62\] The Plan also discusses the integrating of workforce development and economic development communities, pointing to efforts on the part of the ICWDB to support (among other entities) the Cali-Baja Mega Region Initiative and the IVEDC.\[^63\]

The ICWDB is also focusing its economic development effort through “Southern Border Regional Workforce Development Plan: San Diego and Imperial Counties (2017-2020).”\[^64\] San Diego and Imperial Counties workforce development community have a history of working together as a region. As a pre-cursor to the “Southern Border Regional Workforce Development Plan”, in 2014, a memorandum of collaboration (MOC) was signed by the ICWDB, San Diego Imperial Counties Community Colleges Regional Consortium (SDICCC), Imperial Valley Regional Occupation Program, SDWP, and San Diego County Office of Education. The objective of this collaboration was to develop a coordinated approach to industry sector analysis, enhance regional capacity to support the growth and expansion of priority and emergent sectors, create regional systems of data collection, knowledge development and action planning, and develop and enhance career pathway training programs. Stakeholder involved in generating the “Southern Board Regional Workforce Development Plan” identified economic development as their leading priority. The first strategic priority of the regional plan involves supporting 18 sectors that drive regional economic growth, with a focus on “advanced transportation\clean energy”, “advanced manufacturing”, “health”, and “information and communication technologies.” The second priority involves creating a work-based learning tool (especially for very young workers) with industry involvement.

In addition to the ICWDB and its various economic development initiatives, the County educational system benefits from the presence of both Imperial Valley College and San Diego State University – I.V. Campus, as well as other public and private educational/training entities such as the University of Phoenix and the Imperial Valley Regional Occupational Program (IVROP).

The Imperial Valley College is another key workforce development entity in the county. The State of California is providing additional resources to IVC through the Strong Workforce Program to assist community colleges in developing and/or enhancing career education programs throughout the State. Imperial Valley College (IVC) receives close to a million dollars annually as supplemental funding for this purpose. Strong Workforce funds have allowed IVC to create new programs in the areas of Electronics, Diesel and Heavy

Equipment, Gerontology, and Electronic System Technician. Existing programs in the areas of Automotive Technology, HVAC, Welding, Public Safety, and Nursing were upgraded with new equipment to enhance instruction. IVC is also restructuring many of their Career Education (CE) programs as “fast-track” to allow students to complete their technical education in one year. As an example, the IVC Welding program was restructured from a 2 year program to 11 months. All CE programs also include the appropriate industry certifications in addition to the College’s certifications.

Imperial Valley College is prepared to work with new and existing industries to provide a qualified and trained labor force to encourage and promote economic development and competitiveness.

**Infrastructure Planning.** A number of efforts are underway to improve transportation and other infrastructure to support economic development, particularly Phase 1 and 2 of the improved border crossings. In addition, recent projects such as the improvements at Brawley airport and the completion of the SR-111\SR-78 “Brawley Bypass” has opened new areas for potential business development. Imperial is a Self-Help County, having passed Measure D, which provides local sales tax for 40-years to improve roads in the county and leverage state and federal funding.

**Housing Development.** Local jurisdictions have committed through their General Plan Housing Elements to support production of 11,900 dwelling units by 2022 (Table A-12). This will further support the labor force and the favorable cost of living in the County.

In addition to workforce development, infrastructure, and housing development planning, additional issues which economic development and planning partners in the County are working to address include the following:

- Lack of medical specialists
- Limited public transportation services for large geographic area
- Technical assistance available but not marketed and offered in a limited capacity
- Neighboring regions uninformed of the region’s resources due to lack of marketing funds and resources
- Lack of financial resources
- Drug and human trafficking
- Language barriers
- Seasonal employment

**STRATEGIC INITIATIVES TO ADDRESS THREATS**

**Environmental Quality**

One important category of threat in Imperial County is environmental protection. Reduction in size and degradation of the Salton Sea carries a number of health threats, as does pollution in the New River. Both of these threats are the subject of ongoing remediation and mitigation efforts in collaboration with local and state agencies.
Salton Sea Restoration. The Salton Sea is forecasted to shrink in size by about 100 square miles over the coming years. A smaller Salton Sea will uncover highly emissive playa, which could create dust storms like those seen during the “Dust Bowl” of the 1930s. This fine-grained dust lodges in lung tissue and can cause many respiratory diseases, including asthma.

During its meeting of November 7, 2017, the State Water Resources Control Board adopted revised Order WRO 2002-0013, which sets annual commitments and a framework for Salton Sea restoration and mitigation efforts. Most importantly, the revised order provides the Water Board with continued jurisdiction over the implementation of restoration efforts at the Salton Sea, led by the California Natural Resources Agency, and requires the agency to annually report to the Water Board on progress made toward the milestones outlined in the order. The revised order provides accountability and gives assurance to the residents of the Imperial and Coachella Valleys that continued restoration efforts will remain in place for as long as the water transfers continue.

An important component of the mitigation plan is the further development of geothermal energy production on the exposed lands. These projects can help to reduce dust while also increasing renewable energy capacity in the region. The program offers fast track permitting for geothermal projects. Additional components of the mitigation plan include restoration of vegetation and habitat.
In short, revised Order WRO 2002-0013, which was adopted by the State Water Resources Control Board, stipulates the following:

- Clearly states that the 15-year mitigation water requirement will conclude at the end of 2017. Other mitigation measures, including the four-step air quality plan, which were incorporated into Water Right Order No. 2002-0013 (revised), will proceed as planned.

- Finds the restoration of the Salton Sea is feasible, that the state of California will lead and coordinate management efforts at the Salton Sea serving as a catalyst whose role in advancing the cause of restoration is essential.

- Requires the state of California, through the California Natural Resources Agency, to act so that there will be almost 30,000 acres of exposed playa covered by habitat and dust suppression projects by December 31, 2028.

- Calls on the California Natural Resources Agency to identify a long-term plan for the Salton Sea and develop subsequent 10-year plans to guide projects after the initial 10-year plan is completed.

**New River Environmental Remediation.** The New River, which runs from Mexico through the city of Calexico to the Salton Sea, is heavily polluted with trash and waste from municipal, agricultural and industrial sources, posing a threat to public health and hindering local economic development. A project to improve water quality in the New River as it crosses into California took a major step forward in October 2017, with the signing of an agreement by the City of Calexico, Imperial County, and the Imperial Irrigation District.

Under the agreement, the city, county and IID will contribute to the operation and maintenance costs for the New River Improvement Project once it is complete. The infrastructure project is designed to address the river’s long-standing pollution and related public health problems while enhancing the quality of life for local residents. The water infrastructure project would address these problems by installing a trash screen just downstream from the Mexico border; piping polluted water away from Calexico to wetlands and aeration structures for remediation; and replacing polluted water in the river channel with treated wastewater from the city’s treatment plant.

The New River Improvement Project also envisions a pedestrian and bicycle parkway that would run along the river in the Calexico area. Design of the River Parkway was completed in 2017 using federal and state funding, with construction to begin soon. In 2016, Senate Bill 859 appropriated $1.4 million for the planning and design of the water infrastructure part of the project. The Colorado River Basin Regional Water Quality Control Board, which will oversee the planning phase, worked with the State Water Resources Control Board to receive bids from outside contractors in 2017. The city of Calexico, Imperial County and IID have each committed up to $50,000 in annual funding – a total of $150,000 a year – for the ongoing operation and maintenance of the project once it is complete.
State Minimum Wage
In 2016, Governor Brown signed AB 1066 into law, gradually increasing the state’s minimum wage and also altering other state labor laws that exempted agricultural workers from overtime restrictions, among others. The minimum wage is now scheduled to increase about $1.00 per year from $10.00 in 2016 to $15.00 by 2022. Many farming businesses and agricultural trade organizations have indicated that the agricultural industry will be disproportionately affected by this law, as California farmers have to compete with other state and international growing regions where labor costs are much lower. The upshot is that farmers will accelerate the drive to mechanize farm operations to reduce the amount of labor needed, and to the extent possible change crops to help facilitate this transition. Imperial County has a large agricultural labor force, which could be especially hard hit with lay-offs, although the remaining farm workers will have higher incomes.

Ties to Mexico are Valuable but also Create Uncertainty
Imperial County has many ties to Mexico: Mexican shoppers spend substantial amounts in US stores, the Ports of Entry handle significant trade volumes and Imperial County is a gateway for US/Mexico tourism. However, Imperial County must closely monitor broader economic and political trends that may affect this relationship in order to avoid severe and sudden economic dislocations if conditions change. Such conditions include the volume of cross-border traffic that may be affected by federal immigration or trade policies or devaluation of the Mexican currency that may also be affected by changing trade policy or increased international economic competition.

Over the longer term, Imperial County is affected by the large differential in wages between Mexico and the US. Even before the California minimum wage began to increase recently, wages were in the range of $10 per hour in California compared to $5.00 per day in Mexico. This creates a reservoir of workers willing to accept low wages in Imperial County, which tends to increase unemployment levels and depress wages throughout the economy and reduce the attractiveness of the County for more skilled workers.

Both the public and private sectors in Imperial County must also closely watch the value of the Mexican peso relative to the US dollar. Whether it occurs as a result of the market or by administrative determination, any devaluation of the peso negatively affects local businesses who sell goods and services to Mexican residents coming into Imperial County on a temporary basis to shop, by crippling the purchasing power of Mexican consumers.65 County and local governments must closely watch developments with respect to the value of the peso because much of their respective sales tax revenues is a result of local purchases made by Mexican residents.

VISION, GOALS AND OBJECTIVES

VISION STATEMENT
“To develop and strengthen economic development, and to provide a sustainable and healthy environment for the residents of Imperial County by providing training, job opportunities, a sustainable environment, and planning and delivery of transportation services to improve economic self-sufficiency, with an emphasis on Imperial County Target Areas. The County’s economy will be balanced and diversified amongst a variety of sectors, while maintaining its agricultural heritage. The Imperial County region will be fully integrated into the world economy by maximizing the advantages offered by its border location and abundant renewable resources.”

ECONOMIC DEVELOPMENT GOALS
1. Strengthen Imperial County’s economy by promoting a balanced, yet diversified regional economic base. Investment and employment in Imperial County should be as diverse as possible without excessive concentration in one particular segment of the economy.

2. Support the development and expansion of infrastructure activities to promote regional economic development. Numerous opportunities exist for economic growth in the region, but commercial and industrial development is largely achieved through the expansion of infrastructure facilities to prepare land for development.

3. Improve the education and skills of the region’s workforce by supporting the efforts of San Diego State University-Imperial Valley and Imperial Valley College to develop academic, vocational programs, and continuing education programs. Education and training of the workforce represent the cornerstone for successful economic development in Imperial County.

4. Promote and expand tourism in Imperial County.

5. Promote international and bi-national trade development. Globalization will continue to have a growing impact on Imperial County’s local economy. The region needs to capitalize on its proximity to the US-Mexico border and international transportation corridor while expanding opportunities for the international market.

6. Promote agriculture and other related industries. Agriculture has long been a major driving force in Imperial County’s economy with farmland consisting of very fertile, alluvial deposits derived from the Colorado River flood plain. A mild winter and a long growing season ensures multiple cropping on individual fields throughout the year. Imperial County is a major source of winter fruits and vegetables. Alfalfa, Bermuda grass, and Sudan grass hay varieties produced in the Imperial County provide high quality feed for cattle and horses for domestic and foreign markets.
7. Pursue a policy of sustainable development that balances economic development with preservation of resources.

8. Work to enhance the region’s quality of life. An area’s quality of life is often cited as a major factor in locating a business. Recreational opportunities, availability and variety of housing types, access to health care and other related factors contribute to a desirable quality of life.
ACTION PLAN

INTRODUCTION
The action plan outlined below is aligned with the visions and goals expressed in the previous chapter. The regional priority actions in the beginning of the chapter reflect the consideration of the CEDS Committee and the OEDC in terms of the most effective combination of activities over the next five years to achieve the broad economic development goals of the county. The last section of this chapter presents the criteria for evaluating projects to be submitted to EDA for potential funding. The OEDC reviews each proposed project per EDA guidance and evaluates the job creation potential as well as other relevant factors to determine which projects best meet the regional priorities.

REGIONAL PRIORITY ACTIONS
The following broad initiatives represent the county’s top priorities for economic development over the next five-year period.

SUSTAINABLE DEVELOPMENT

RENEWABLE ENERGY DEVELOPMENT
Imperial County has achieved significant growth in renewable energy production over the past five years. The County has 2,818 MW of energy generating capacity, with solar contributing 1,239 MW, nearly all of which has been developed in the past five years. Geothermal has grown 24 percent in five years and contributes 713 MW of generating capacity. Wind energy, at 265, has doubled since 2012. All three of these renewable energy sources have substantial additional expansion capacity in Imperial County. Supporting this continued energy expansion and related business development is a major priority for Imperial County. In addition, the 30 MW lithium-ion energy storage facility installed by Imperial Irrigation District is a major asset to ensure reliability in the energy network.

INTERNATIONAL AND BI-NATIONAL TRADE

CROSS BORDER TRADE: INDUSTRY AND RETAIL
The volume of goods crossing the border at Calexico is significant, estimated at $6.5 billion going south and $9.5 billion going coming north in 2017. Of these amounts, an estimated $3.8 billion going south and $6.7 billion coming north consist of advanced manufacturing products (See Tables A-56 to A-61). Very little of this trade currently stops in Imperial County but much of it is connected to US suppliers elsewhere in the country and the potential exists for Imperial County to capture a larger share of logistics and manufacturing activity associated with key industry clusters in Mexicali, such as aerospace, computers and electrical machinery.
In addition, current estimates of daily retail spending from Mexican visitors indicates that they spend as much as $1 billion per year on retail goods in Imperial County. This is a vital infusion of revenue not just for local commercial businesses but for local government as well through sales taxes. Efforts to expand retail centers to better meet this demand are crucial to the fiscal well-being of the county.

**CaliBaja.** The CaliBaja Bi-National Mega-Region is comprised of San Diego and Imperial counties, together with Baja California, Mexico. Positioned to become a global powerhouse for commercial growth, this Mega-Region offers unique opportunities for business investment.

Poised literally on the doorstep of North America’s largest consumer marketplace, CaliBaja offers global corporations easier access and distinct advantages because of its bi-national location and varied geography. There are intellectual and scientific resources; an established base of experienced, skilled production expertise; ample infrastructure and natural resources; business incentives from two nations; and room for major ongoing expansion. CaliBaja is the fast lane to North America that will expand with business for years to come.

**Ports of Entry (POE).** Imperial County has seen increasing numbers of persons and vehicles crossing the border since 2012, after some declines during the recession (See Tables A-66 and A-67). The Calexico West/Mexicali is located in the City of Calexico and is the primary port for daily person crossings into the U.S. by car or as pedestrians. This POE is being expanded to include 10 northbound vehicle inspection lanes, the headhouse and a bridge for southbound vehicle lanes. Phase I of this expansion is schedule to be completed in 2018 and Phase II is contingent upon future federal fund authorizations. In terms of economic value, the two Ports of Entry (POE) in and near Calexico supported cross-border
product shipments totaling $16.1 billion in 2017, of which $10.6 billion are advanced manufacturing products.

The Calexico East POE is a passenger and commercial port located seven miles east of the Calexico West POE and is the principal gateway for trade by truck through Imperial County and Baja California, Mexico. This POE is equipped not only with a number of passenger, pedestrian and bus lanes but also a Free and Secure Trade (FAST) Program lane, A Secure Electronic Network for Travelers Rapid Inspection (SENTRI) lane and one Ready lane that requires users to present Radio Frequency Identification (RFID) enabled cards. Each of these programs allow expedited trade shipments between the U.S and Mexico and Canada. The Imperial County Transportation Commission is pursuing discretionary freight program funding to widen the bridge over the All-American Canal, further reducing delays and related air pollution.

**INFRASTRUCTURE**

**SERVICES TO INDUSTRIAL AND COMMERCIAL SITES**

Continued efforts to improve infrastructure for industrial and commercial development is a critical element of the economic development priorities among all of the county’s jurisdictions. In some cases, this involves opening additional areas to development such as the northside of Calexico and areas within the City of Imperial. In other cases, it is expanding and renovating existing infrastructure such as the Downtown water and sewer pipeline replacement project in Brawley or upgrades to the wastewater treatment facility in Calipatria. In addition, the Gateway Specific Plan area east of Calexico needs upgraded water infrastructure and also lacks a rail connection and natural gas service.

**BROADBAND**

High speed broadband service is essential to conducting business in the contemporary economy and affects a wide range of activities including not only technology enterprises such as data centers and advanced manufacturing but also banking, health care, public safety and education. The South Border Broadband Consortium (SBBC) helps to promote expansion of broadband infrastructure and services in both Imperial and San Diego Counties. Coordinated through the IVEDC, the Consortium includes representatives from both the public and private sectors and is undertaking an extensive survey process to document levels of service throughout the county.

In addition, the Imperial Valley Telecommunications Authority (IVTA), administered by the County Office of Education, continues to develop a fiber optic network that links public agencies, including cities and schools. It is now working on a project to extend broadband service to students’ homes.

For the private sector, sections of fiberoptic lines are available in various locations in the County but key elements such as switching infrastructure and neighborhood connectively are not adequate to achieve of fully functioning network. This could be implemented as a
joint private sector/public sector effort to ensure that access to critical locations throughout the County is achieved.

There are a number of examples of cities that have leveraged public networks or resources to expand service to the business community and been able to attract technology companies who need gigabit broadband speed to operate. Imperial County has tremendous energy resources that would be attractive to technology companies such as data centers but it is critical to offer sufficient broadband capacity as well.

**WORKFORCE DEVELOPMENT**

Workforce education and training is an essential element of the economic development strategy. In addition to educational resources at Imperial Valley College (IVC) and SDSU San Diego – Imperial Valley, Mexicali has a number of institutions of higher learning. However, the job base does not exist to retain highly educated workers in Imperial County so there needs to be close coordination between training programs and expanding industries with job opportunities in the County. Renewable energy production, health care, agricultural technology, logistics and general customer service are all areas where training can be closely matched to expanding job opportunities.

The State of California is providing additional resources through the Strong Workforce Program to assist community colleges in developing and/or enhancing career education programs throughout the State. Imperial Valley College (IVC) receives close to a million dollars annually as supplemental funding for this purpose. Strong Workforce funds have allowed IVC to create new programs in the areas of Electronics, Diesel and Heavy Equipment, Gerontology, and Electronic System Technician. Existing programs in the areas of Automotive Technology, HVAC, Welding, Public Safety, and Nursing were upgraded with new equipment to enhance instruction. IVC is also restructuring many of their Career Education (CE) programs as “fast-track” to allow students to complete their technical education in one year. As an example, the IVC Welding program was restructured from a 2 year program to 11 months. All CE programs also include the appropriate industry certifications in addition to the College’s certifications.

Imperial Valley College is prepared to work with new and existing industries to provide a qualified and trained labor force to encourage and promote economic development and competitiveness.

The ICWBD is another key workforce development leader in the County. The ICWDB is currently updating a crucial, state-mandated strategic plan called the “Local Workforce Development Plan” (Plan), which will be finalized in early 2019. Among other things, the Plan addresses elevating workers’ technical skills in response to industry innovations and technological changes, as well as supporting job training programs that are also industry-certified. Preparing labor force with some work experience for well-paying middle-skill
occupations is another part of the Plan. The ICWDB is also focusing its economic development effort in collaboration with San Diego Imperial Counties Community Colleges Regional Consortium (SDICCC), Imperial Valley Regional Occupation Program, SDWP, and San Diego County Office of Education. These partners produced a regional plan called “Southern Border Regional Workforce Development Plan: San Diego and Imperial Counties (2017-2020)”. The first strategic priority of the regional plan involves supporting 18 sectors that drive regional economic growth, with a focus on “advanced transportation\clean energy”, “advanced manufacturing”, and “health”, among other key industry clusters.

In terms of service delivery, the ICWDB partners with the local branch of America’s Job Centers of California (AJCC) system. Formerly called “One Stop Centers”, America's Job Centers of California Centers (AJCCs) are designed to be a 'One Stop' delivery system through which employment-related services and training are provided. AJCCs offer a comprehensive line up of employment and training services, including help with resume writing, interviewing skills, finding job openings, training programs, and much more. There are three full-service locations in Imperial County and two satellite offices.

QUALITY OF LIFE

HOUSING DEVELOPMENT

While Imperial County has generally more affordable housing than other Southern California counties, housing availability in locations important to commuting workers is sometimes lacking. Continued efforts to implement local Housing Element policies to ensure an adequate supply of workforce, or middle income, housing is a priority for successful economic development in Imperial County.

IMPLEMENTATION OF CEDS GOALS

1. Strengthen Imperial County’s economy by promoting a balanced, yet diversified regional economic base. Investment and employment in Imperial County should be as diverse as possible without excessive concentration in one particular segment of the economy.

Action 1.1: Continue support of a County-wide economic development agency dedicated and responsible for the promotion of economic development in Imperial County. Encourage the participation of small jurisdictions in the implementation of economic development activities.

Action 1.2: Implement coordinated regional marketing and promotional activities, assisted by the OEDC. Promote location and proximity to metropolitan areas and other markets.

**Action 1.3:** Continue to promote industrial development in areas suitable for this type of activity and improve the quality of developable land that will result in the attraction of new and expanding existing business and industrial firms and creation of jobs in Imperial County.

**Action 1.4:** Encourage coordinated land use planning efforts amongst the various jurisdictions to ensure that industrial and commercial zoning areas are located within easy access of transportation (air, land and rail) corridors.

**Action 1.5:** Promote the availability of low cost resources such as labor, land, electrical power and water as compared to other areas.

**Action 1.6:** Increase the scope of financial incentives available to firms for the financing of business expansion and product development, including the new federal Opportunity Zone program. Explore the viability of Employment Training Panel (ETP), Industrial Development Bonds (IDB), and other financing options through the Small Business Administration (SBA) and Community Development Corporation (CDC).

**Action 1.7:** Develop finance mechanisms geared to assist small and/or new businesses in acquiring capital for expansion or new building construction. Continue to expand small business revolving loan fund and microenterprise programs. Continue to utilize those incentives available through the enterprise zone, foreign trade zone, manufacturing enhancement area, hub zone, etc.

2. **Support the development and expansion of infrastructure activities to promote regional economic development.**

**Action 2.1:** Construct necessary public works to commercial and industrial areas with potential for development and for improved or expanded services.

**Action 2.2:** Develop infrastructure that provides regional connectivity as a means of ensuring a redundant backup system.

**Action 2.3:** Improve transportation corridors in Imperial County and continue to pursue state and federal resources for the expansion and improvement of our highway infrastructure to support economic development.

**Action 2.4:** Develop transportation (air, land, and rail) projects that seek to enhance the efficient movement of goods and people. Improve the transportation connections between Imperial County, San Diego County, Riverside County, Arizona, and beyond.

**Action 2.5:** Develop transportation projects linking Imperial County’s institutions of higher education: SDSU-IV’s Calexico and Brawley campuses, and Imperial Valley College.
**Action 2.6:** Increase the technological and telecommunications infrastructure systems available to the region. Encourage private enterprise to develop state-of-the-art telecommunication capacity to homes and businesses.

**Action 2.7:** Work with university and community college partners to secure financing for new physical and programmatic infrastructure that will serve the renewable energy industry in Imperial County.

**Action 2.8:** Promote the expanding electrical infrastructure developed to serve independent power producer needs and long-term population needs.

**Action 2.9:** Solicit infrastructure projects for potential grant funding from cities and unincorporated communities to assist in the development of commercial and industrial base. Assist municipalities and unincorporated communities as needed in the preparation of grants and applications for project development.

3. **Improve the education and skills of the region’s workforce by supporting the efforts of San Diego State University-Imperial Valley and Imperial Valley College to develop academic, vocational programs, and continuing education programs, with the goal of reducing unemployment by 5%**.

**Action 3.1:** Develop labor force data, especially with respect to occupational skills. Develop working relationships with the State Employment Development Department, the Workforce Development Board, local university and community college.

**Action 3.2:** Continue support of job search and training programs for the unemployed and underemployed in Imperial County.

**Action 3.3:** Assess the needs of local employers and targeted industries and develop programs to address those needs.

**Action 3.4:** Increase employment opportunities and improve and expand job training activities to mirror needs of industries targeted for attraction.

**Action 3.5:** Create high tech, higher paying jobs to entice local youth to remain in Imperial County and upgrade 13-16 education to meet needs for health careers, education fields, social service positions, science and technology professions, and higher paying positions in a diversified economy.

**Action 3.6:** Support and encourage the creation of trade schools and the accreditation of Imperial Valley College to provide the necessary training and education for technical jobs.

**Action 3.7:** Support four year university with diversified faculty and academic majors.
**Action 3.8:** Improve the education and skills of the region’s workforce by supporting the efforts of San Diego State University-Imperial Valley and Imperial Valley College to develop academic, vocational programs, and continuing education programs. Education and training of the workforce represent the cornerstone for successful economic development in Imperial County.

**Action 3.9:** Increase overall academic achievement of K-12 students. Support efforts to assist local K-12 educators to enable all students to meet or exceed 50th percentile on standardized tests, including limited English proficient students.

**Action 3.10:** Work with San Diego State University – Imperial Valley and Imperial Valley College to develop career pathways for K-16 students to generate awareness about career opportunities in Imperial County’s targeted industries.

4. **Promote and expand tourism in Imperial County.**

**Action 4.1:** Develop cultural and resort facilities including second homes, recreational facilities, hotels, mobile homes, and recreational vehicle parks.

**Action 4.2:** Participate in tourism related activities throughout the state and region, i.e. California State Fair, Imperial County Mid Winter Fair and Fiesta, Fiestas Del Sol, and various film commission conferences.

**Action 4.3:** Continue the restoration and protection of tourism related facilities and activities.

**Action 4.4:** Initiate a campaign of tourism that promotes the valley’s amenities and destinations such as the sand dunes, agricultural resources, Fossil Canyon, Painted Gorge, bird watching, etc.

**Action 4.5:** Identify existing recreational facilities and identify the recreational needs of the region’s residents and visitors.

**Action 4.6:** Coordinate with private enterprise for the development of new businesses that support and promote tourism in the Imperial County.

**Action 4.7:** Assist and encourage the clean-up and restoration of the New River and Salton Sea as a way to increase recreational and tourism opportunities.

**Action 4.8:** Participate in the development and promotion of cultural activities such as farmers’ markets, performing arts events, visual arts displays, and similar festivals.

**Action 4.9:** Encourage local jurisdictions and the County of Imperial to amend their land use policies to ease restrictions related to the development of RV parks and amenities.
5. Promote international and bi-national trade development.

**Action 5.2:** Increase international awareness of United States/Mexico border opportunities related to NAFTA and maquiladora industry. Develop bi-national marketing strategies and opportunities through economic trade relationships between Mexico and Imperial County.

**Action 5.3:** Capitalize on development opportunities related to the second border crossing.

**Action 5.4:** Ascertain impacts of NAFTA and the changing maquiladora industry.

**Action 5.5:** Continue to develop and promote FTZ/MEA to foreign and international markets.

**Action 5.6:** Seek financing mechanisms and assist in the promotion of industrial and commercial development of border areas.

6. Promote agriculture and other related industries.

**Action 6.1:** Develop related agricultural industries and economic activities.

**Action 6.2:** Develop, support, and market agri-tourism opportunities by conducting outreach to farm operators, the Coalition of Labor, Agriculture, and Business (COLAB), Imperial County Farm Bureau, and Imperial Valley Vegetable Growers Association to initiate agricultural related activities such as agricultural festivals, on-farm dining events, farm tours, and other similar activities for the enjoyment or education of visitors.

**Action 6.3:** Encourage the continued development of agricultural related industries, such as dairies, and food, fiber and other processing facilities. In particular, USDA approved cold storage facilities are needed to reduce the cost and increase the volume of agricultural products shipped through the County. In addition, emerging industries such as algae production can have a number of applications such as food coloring, plastics and bio-fuels, and connects with bio-technology industries developing in San Diego County.

**Action 6.4:** Encourage the development of non-farmable agricultural areas while promoting research and diversity for the farmable agricultural areas.
7. Pursue a policy of sustainable development that balances economic development with preservation of resources.

**Action 7.1:** Develop renewable energy resources for maximization of industrial and commercial development. Develop geothermal direct heat use, solar, and wind energy.

**Action 7.2:** Research and develop recycling and waste management facilities. Increase public awareness of the need for efficient and effective long-term solutions for solid waste management, recycling, and increasing scarcity of raw materials.

**Action 7.3:** Develop waste management facilities for locally generated hazardous waste.

**Action 7.4:** Utilize smart growth principles and “green” building techniques.

**Action 7.5:** Promote energy efficient business and industry practices.

**Action 7.6:** Brand Imperial County as the home for environmentally responsible businesses and a major producer of renewable resources and international business hub.

**Action 7.7:** Promote Imperial County’s naturally abundant geothermal, solar, and wind resources for use in the production of energy. Assist in the research and development of new energy resources.
Action 7.8: Increase public awareness of the importance of recycling, energy efficiency, and resource conservation.

Action 7.9: Develop an ecopark for location of renewable energy and “green technology” industrial projects within the Keystone Planning Area.

8. Work to enhance the region’s quality of life.

Action 8.1: Support the development of a variety of housing options (apartments, condominiums, cluster housing, etc.) to support a growing workforce.

Action 8.2: Balance the proximity of job centers, housing, and services. Educate municipalities about mixed housing densities and other land use controls that support well-suited compact development.

Action 8.3: Develop and preserve recreation opportunities including multi-use trails, sports centers, and regional parks.
Action 8.4: Support a strong social and cultural base. Support arts and cultural activities as a critical element of the regional economy.

Action 8.5: Encourage commercial development that provides services to the residents of Imperial County.

Action 8.6: Identify areas within the Dogwood Road Transportation Corridor suitable for high-density transit-oriented and transit-ready mixed use residential development.

Action 8.7: Develop a regional master plan of multi-use trails to provide connectivity between the various parks, open space areas, and recreational centers.

Action 8.8: Utilize findings in the Imperial County Retail and Leakage Analysis to attract retail development to improve the quality of life for existing and future residents of the County, as well as serving shoppers from Mexicali.

PROGRAM AND PROJECT SELECTION PROCESS

The U.S. Economic Development Administration (EDA) provides investment assistance to communities for projects that contribute to the creation and retention of private sector jobs and alleviate unemployment. Such assistance is designed to help communities achieve lasting improvement by establishing stable and diversified local economies and by improving local conditions.

The OEDC encourages all municipal agencies and community-based organizations to submit projects that enhance the region’s economy. All projects must be consistent with the goals and objectives outlined in Section 5 of this CEDS document. Projects developed for consideration should be consistent with EDA policies. Priority consideration will be given to projects which best meet relative needs of eligible areas and are located in areas of high unemployment and/or low per capita income.

PROJECT SELECTION CRITERIA

The following criteria will be utilized to evaluate projects which require OEDC review as a prerequisite for funding by the EDA and other funding agencies.

Priority will be given to projects which:

- improve the opportunities in the area where such projects are or will be located for the successful establishment or expansion of industrial or commercial plants or facilities;
- assist in creating or retaining private sector jobs in the near-term and assist in the creation of additional long-term employment opportunities for such area;
benefit the long-term unemployed and members of low-income families who are residents of the area to be served by the project;

fill a pressing need of the area, or part thereof, in which it is, or will be located;

are consistent with the EDA, approved by the OEDC for the area in which it is or will be located, and have been recommended by the OEDC;

have broad community support and significant private sector investment;

have a favorable cost-per-job ratio; and

complement EDA goals, such as reducing the federal trade deficit by increasing export development and assisting minority business development.

Low priority will be given to projects which:

- do not benefit the long-term unemployed;
- cannot be implemented within a reasonable period of time;
- support downtown commercial activities such as parking garages, pedestrian walkways and non-residential street repairs, unless it can be demonstrated that EDA's assistance is critical to and an integral part of the local economic development strategy for the area and required to support other ongoing development investments;
- involve substantial land purchase or public buildings.
- do not have the applicant’s share of project funding readily available; and
- support tourism or recreational activities, unless it can be demonstrated that tourism is the major industry in the area or will assist in creating a significant number of jobs and substantially diversify the area’s economy. In which case, the project must directly assist in providing job opportunities for the unemployed and the underemployed residents of the area and otherwise support the long-term growth of the area.

**PUBLIC WORKS IMPACT PROGRAM**

Priority will be given to Public Works Impact Program projects which:
will directly or indirectly assist in creating employment opportunities by providing immediate useful work (i.e., construction jobs) or other economic or educational benefits for the unemployed and underemployed residents in the project area;

will primarily benefit low-income families by providing essential services;

- can be substantially complemented within 12 months from the start of construction; and

- improve the community or economic environment in areas of severe economic distress.

Inclusion of projects throughout the fiscal year is encouraged for those entities that have not identified a project at the time of the CEDS update.

**EDA Description and Project Criteria**

The Economic Development Administration (EDA) is an agency under the U.S. Department of Commerce and was created by Congress pursuant to the Public Works and Economic Development Act of 1965 to provide financial assistance to both rural and urban distressed communities. EDA’s mission is to lead the Federal economic development agenda by promoting innovation and competitiveness, preparing American regions for growth and success in the worldwide economy. Public Works is described as empowering distressed communities to revitalize, expand, and upgrade their physical infrastructure to attract new industry, encourage business expansion, diversify local economies, and generate or retain long-term, private sector jobs and investment.

Some of the activities allowable, as described on the EDA website are:

1. Acquisition or development of land and improvements for use in a public works
2. Public service or other type of development facility
3. Acquisition, design and engineering, construction, rehabilitation, alteration, expansion, or improvement of such a facility, including related machinery and equipment.

EDA Requirements for a Public Works project:

- The Project will, directly or indirectly:
  - Improve the opportunities for the successful establishment or expansion of industrial or commercial plants or facilities in the Region where the Project is located;
o Assist in the creation of additional long-term employment opportunities in the Region.

o Primarily benefit the long-term unemployed and members of low-income families in the Region.

- The Project will fulfill a pressing need of the Region, or a part of the Region, in which the Project is located.

- The Region in which the Project is located has a CEDS and the Project is consistent with the CEDS.

Not more than fifteen (15) percent of the annual appropriations made available to EDA to fund Public Works Investments may be made in any one (1) State.

**IMPERIAL COUNTY CEDS PROJECTS**

As of September 2018, two projects are proposed for EDA funding, as described below. Additional projects may be added during the regular annual updates of the CEDS. The information below comes from the EDA Project Screener forms submitted by the project sponsors.

1. Gran Plaza LP. Project

| Amount Requested from EDA | $ 3.0 million |
| Local Share Amount        | $ 4.5 million |
| Total Project             | $ 7.5 million |

**Project Description**
The proposed EDA project consists of infrastructure improvements that will expand the current Gran Plaza Outlet and assist with the development of the new Gran Plaza Power Center. The location is on West Second Street, between the Calexico International Airport and the All-American Canal in Calexico, California. It is estimated that these improvements will create 319 jobs and generate sales tax revenue.

**What are the elements of the project (what are you specifically asking EDA to fund?)**
Street, drainage, water and sewer line improvements

**Timeline for Project Completion (EDA project component)**
Engineering and permitting will be completed in approximately six months and construction will commence shortly thereafter. Construction can be completed within 12 months.

**Status of Environmental Condition? When will Environmental Clearance be**
completed?
The environmental clearance was completed in 2015.

How many new jobs will be created? (Do not include construction, seasonal or part-time positions or saved jobs)
319 jobs

Who are your beneficiaries? What firms are committing to creating the new jobs listed in #7? Are they willing to sign EDA Exhibit A found in EDA Application Package Form ED-900?
Gran Plaza Power Center is committing to job creation and is willing to sign the appropriate forms.

How much private investment will this project leverage?
The total project cost is $25 million which includes the construction of off-site (infrastructure) and building construction.

Do you have site control?
The City has existing rights-of-way. The Developer has control and ownership of the land wherein the actual development project will occur.

What is the source of your local share?
The City has Measure “D” funds for the project. The balance of local funding will be paid by the Developer.

2. Improvements to McDonald Road and Hwy. 111
Project Description
The project description consists of improvements to McDonald Road and the intersection of McDonald Road and Hwy. 111. Specifically, the section of McDonald Road between Hwy.111 and English Road will be paved. In addition, a pocket right turn lane from southbound Hwy. 111 onto English Road and a northbound left turn lane from Hwy. 111 onto English Road will be constructed.

EnergySource LLC owns an interest in and, through its wholly-owned affiliate Hudson Ranch Energy Services LLC, operates the John L. Featherstone geothermal power plant that is located at 409 W. McDonald Road, Calipatria, CA approximately 3 miles east of Hwy. 111. EnergySource Minerals LLC is developing a minerals recovery project on the site of the Featherstone Plant. If successful, the minerals recovery plant will produce commercial quantities of lithium carbonate or lithium hydroxide. Additional minerals that may be recoverable include zinc and manganese.

The anticipated investment for a commercial-scale facility is estimated to be in excess of $350,000,000.
In addition to EnergySource, the road improvements will benefit two other geothermal development companies, GeoGenCo ("GGC") and Controlled Thermal Resources ("CTR"), and Synthetic Genomics Inc. a company that produces algae products.

The EnergySource project will require over 200 construction jobs over a two-year period, and 45-50 new, full-time jobs at the facility. GGC expects to employ five new, full-time positions. The proposed CTR project will result in approximately 250 new full-time jobs.

A map depicting the location of the four projects is available.

**What are the elements of the project (what are you specifically asking EDA to fund?)**

EnergySource and its affiliates have successfully operated the Featherstone Plant since March 2012. The Featherstone Plant is one of 11 geothermal power plants operating near the southeastern shoreline of the Salton Sea, and is the first new, stand-alone plant constructed at the Salton Sea in over 20 years. The Conditional Use Permit ("CUP") issued by the County of Imperial Planning and Development Services Department for the operation of the plant included an obligation to pave that portion of McDonald Road beginning at the intersection of McDonald and English Road, then for about 1.5 miles west to the location of the Featherstone Plant. Those improvements were completed prior to commercial operation of the plant in March 2012. A CUP for a minerals recovery project includes a similar provision to pave the balance of McDonald Road, and to install turn lanes on Hwy. 111.

As such, the County of Imperial is requesting $2,500,000 in EDA funding to off-set the costs associated with these additional road improvements.

**Timeline for Project Completion (EDA project component)**

The minerals recovery process technology utilizes commercially available techniques applied in a novel arrangement. In August 2018, EnergySource will gather additional process data to inform the commercial size-facility design, and to prove to the owners and investors that the process is commercially viable. A preliminary site map of the minerals project is attached. Detailed design engineering will begin in 2019, along with construction financing.

**Status of Environmental Condition? When will the Environmental Clearance be completed?**

The County of Imperial has adopted a Master Environmental Impact Report ("MEIR") for geothermal and minerals development at the Salton Sea, and other areas in Imperial County. The Salton Sea MEIR is updated every five years. The existing development of minerals extraction process technology and operation of a mini-pilot plant at the Featherstone Plant falls under a CUP that was issued to a predecessor-in-interest (Simbol Materials) and subsequently assigned to EnergySource Minerals. Accordingly, "environmental clearance" has been obtained by EnergySource Minerals.

The MEIR recognizes the likelihood that road improvements will be needed for new geothermal energy production and/or minerals recovery. Thus, road improvements of the sort contemplated here would not require an amendment to the MEIR.
How many new jobs will be created? (Do not include construction, seasonal or part-time positions or saved jobs)

EnergySource expects to create between 45-50 new, full-time positions for the first commercial phase of a minerals recovery program. GeoGenCo expects to add five new jobs and Controlled Thermal Resources will add 250 new full-time jobs.

Who are your beneficiaries? What firms are committed to creating the new jobs listed in #7? Are they willing to sign EDA Exhibit A found in EDA Application Package Form ED-900?

The beneficiaries of this project are local men and women who will be offered positions that include salaries that exceed the state minimum wages for mining industry jobs, and also a generous benefits package. The County of Imperial will also benefit from new property taxes that would be paid, in addition to the local service providers who would be needed. The environment would directly benefit by having a domestic and indigenous source of lithium that does not require an open-pit mine. Finally, the electric car manufacturing industry will benefit by having a lower cost option for the lithium-ion batteries that are required.

Other beneficiaries include Synthetic Genomics, Controlled Thermal Resources and GeoGenCo.

How much private investment will this project leverage?

The total private sector investment for a commercial-scale minerals recovery facility is in excess of $350,000,000.

Do you have site control?

Yes, the Featherstone Plant is owned by EnergySource LLC and all of the contemplated activities will occur on the existing property.

What is the source of your local share?

Our local share of monies will derive from commercial-grade investment by existing financial institutions, owner equity and others. It is anticipated that a minerals recovery project would not require government assistance in the form of tax credits.
PROGRAM EVALUATION

It is important for the OEDC to monitor progress toward achieving the CEDS goals. As the CEDS is updated annually, there will be an opportunity to update key indicators that measure economic development efforts and the outcomes in terms of changes in the County economy. For each goal, an input indicator and output indicator is provided. Input indicators measure the program efforts to achieve the goals while the output indicators measure how well economic conditions are responding to these efforts.

1. Promote a balanced, yet diversified regional economic base.
   
   **Input Measures:**  
   a) Description of marketing efforts to promote Imperial County  
   b) Number of businesses served by the SBDC  
   
   **Output Measures:**  
   1) Increase in number and mix of jobs  
   2) Decrease in the county unemployment rate

2. Support the development and expansion of infrastructure activities to promote regional economic development.
   
   **Input Measure:**  
   a) Dollar value of City and County CIP budgets  
   
   **Output Measure:**  
   1) Dollar value of construction of public improvements for the year

3. Improve the education and skills of the region’s workforce.
   
   **Input Measure:**  
   a) Students graduating from post-secondary education and training programs  
   
   **Output measure:**  
   1) County educational attainment as measured by the American Community Survey (ACS) and/or National Student Clearinghouse “Student Tracker”

4. Promote and expand tourism in Imperial County.
   
   **Input Measures:**  
   a) Description of tourism marketing programs  
   b) Development or renovation of visitor-serving attractions/facilities  
   
   **Output Measures:**  
   1) Increase in visitor expenditures per Dean Runyan annual reports

5. Promote international and bi-national trade development.
   
   **Input Measures:**  
   a) Description of marketing and business development efforts to attract firms engaged in international trade
6. Promote agriculture and other related industries.

**Input Measures:**
- a) Description of marketing and business development programs to expand the diversity of agricultural products and the number of food processing firms in the County

**Output Measures:**
- 1) Increase in the value and mix of agricultural produce
- 2) Increase in the number of establishment and employment engaged in food processing and other ag support services.

7. Pursue a policy of sustainable development that balances economic development with preservation of resources.

**Input Measures:**
- a) Describe marketing and business development efforts as well as public investments to increase renewable energy production, recycling volumes, green building practices and air quality.

**Output Measures:**
- 1) Increase in renewable energy production
- 2) Increase in jobs associated with recycling market development
- 3) Improvements to air quality conditions.

8. Work to enhance the region’s quality of life.

**Input Measures:**
- a) Describe City and County efforts to develop and enhance quality of life amenities as well as workforce (middle income) housing.

**Output Measures:**
- 1) Increase in housing units constructed or rehabilitated
- 2) Track improvements in Imperial County’s ranking among places to live through indexes such as Gallup-Healthways and Sperling’s City Comparisons.
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<tr>
<th>County / City</th>
<th>POPULATION</th>
<th>HOUSING UNITS</th>
<th>Vacancy Rate</th>
<th>Persons per Household</th>
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<th>HOUSING UNITS</th>
<th>Vacancy Rate</th>
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<th>County / City</th>
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<th>2018-2010 Annual Percent Change</th>
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<td>1.3%</td>
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<td>Holtville</td>
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<td>1.1%</td>
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<tr>
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<td>Westmorland</td>
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<tr>
<td>Balance of County</td>
<td>0.7%</td>
<td>1.3%</td>
<td>-3.5%</td>
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Source: ADE, Inc., based on CA Department of Finance E-5 Reports, May 2010 and May 2018.
## Table A-2: Population and Housing Growth, California and Comparison Counties, 2010-2018

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<td>Persons</td>
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<tr>
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<tr>
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<td>0.7%</td>
<td>0.7%</td>
<td>0.1%</td>
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### Table A-3: Median Age

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<th>Jurisdiction</th>
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<th>Median Age: White</th>
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<td>49.7</td>
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<td>44.4</td>
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<td>51.6</td>
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Source: Applied Development Economics, based on US Census ACS 2012-2016 5-Year Sample Tables B01001, B01001H, B0100i, B01002, B01002H, and B01002i
Table A-4: Population by Age Group

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<th>Jurisdiction</th>
<th>All persons</th>
<th>Persons Under 5</th>
<th>5 to 19</th>
<th>20 to 24</th>
<th>25 to 34</th>
<th>35 to 54</th>
<th>55 to 64</th>
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<td>7%</td>
<td>14%</td>
<td>26%</td>
<td>13%</td>
<td>15%</td>
</tr>
<tr>
<td>California</td>
<td>38,654,206</td>
<td>7%</td>
<td>20%</td>
<td>8%</td>
<td>15%</td>
<td>27%</td>
<td>12%</td>
<td>13%</td>
</tr>
<tr>
<td>Imperial County</td>
<td>178,807</td>
<td>8%</td>
<td>23%</td>
<td>8%</td>
<td>14%</td>
<td>24%</td>
<td>10%</td>
<td>12%</td>
</tr>
<tr>
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<td>14%</td>
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<td>12%</td>
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<td>7%</td>
<td>6%</td>
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Source: Applied Development, Inc, based on US Census ACS 5-Year Sample 2012-2016 Table S0101
Table A-5: Race/ Ethnicity

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<td>6%</td>
<td>0%</td>
<td>14%</td>
<td>3%</td>
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<td>83%</td>
<td>2%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
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<td>1%</td>
<td>0%</td>
<td>1%</td>
<td>1%</td>
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<td>15%</td>
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<td>76%</td>
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<td>0%</td>
<td>0%</td>
</tr>
<tr>
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<td>0%</td>
<td>0%</td>
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</tr>
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</tr>
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Source: Applied Development Economics, based on US Census ACS 2012-2016 5-Year Sample Table B03002
Table A-6: Persons with Limited English Speaking Ability

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Source: Applied Development Economics, based on US Census ACS 2012-2016 5-Year Sample Table S1602
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Source: Applied Development Economics, based on US Census ACS 2012-2016 5-Year Sample Table S1101
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Source: Applied Development Economics, based on US Census ACS 2012-2016 5-Year Sample Table S1101
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<th>Homeownership Rate</th>
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</thead>
<tbody>
<tr>
<td>United States</td>
<td>117,716,237</td>
<td>74,881,068</td>
<td>42,835,169</td>
<td>64%</td>
</tr>
<tr>
<td>California</td>
<td>12,807,387</td>
<td>6,929,007</td>
<td>5,878,380</td>
<td>54%</td>
</tr>
<tr>
<td>Imperial County</td>
<td>45,800</td>
<td>25,544</td>
<td>20,256</td>
<td>56%</td>
</tr>
<tr>
<td>Brawley city</td>
<td>7,080</td>
<td>3,785</td>
<td>3,295</td>
<td>53%</td>
</tr>
<tr>
<td>Calexico city</td>
<td>9,261</td>
<td>4,711</td>
<td>4,550</td>
<td>51%</td>
</tr>
<tr>
<td>Calipatria city</td>
<td>918</td>
<td>457</td>
<td>461</td>
<td>50%</td>
</tr>
<tr>
<td>El Centro city</td>
<td>12,352</td>
<td>6,155</td>
<td>6,197</td>
<td>50%</td>
</tr>
<tr>
<td>Heber CDP</td>
<td>980</td>
<td>613</td>
<td>367</td>
<td>63%</td>
</tr>
<tr>
<td>Holtville city</td>
<td>1,742</td>
<td>974</td>
<td>768</td>
<td>56%</td>
</tr>
<tr>
<td>Imperial city</td>
<td>4,360</td>
<td>3,252</td>
<td>1,108</td>
<td>75%</td>
</tr>
<tr>
<td>Westmorland city</td>
<td>566</td>
<td>246</td>
<td>320</td>
<td>43%</td>
</tr>
<tr>
<td>Niland CDP</td>
<td>338</td>
<td>230</td>
<td>108</td>
<td>68%</td>
</tr>
<tr>
<td>Ocotillo CDP</td>
<td>41</td>
<td>37</td>
<td>4</td>
<td>90%</td>
</tr>
<tr>
<td>Palo Verde CDP</td>
<td>72</td>
<td>43</td>
<td>29</td>
<td>60%</td>
</tr>
<tr>
<td>Salton City CDP</td>
<td>1,534</td>
<td>826</td>
<td>708</td>
<td>54%</td>
</tr>
<tr>
<td>Salton Sea Beach CDP</td>
<td>196</td>
<td>135</td>
<td>61</td>
<td>69%</td>
</tr>
<tr>
<td>Bombay Beach CDP</td>
<td>179</td>
<td>148</td>
<td>31</td>
<td>83%</td>
</tr>
<tr>
<td>Seeley CDP</td>
<td>421</td>
<td>170</td>
<td>251</td>
<td>40%</td>
</tr>
<tr>
<td>Desert Shores CDP</td>
<td>392</td>
<td>247</td>
<td>145</td>
<td>63%</td>
</tr>
<tr>
<td>Winterhaven CDP</td>
<td>131</td>
<td>58</td>
<td>73</td>
<td>44%</td>
</tr>
<tr>
<td>Rest of Imperial Co.</td>
<td>5,237</td>
<td>3,457</td>
<td>1,780</td>
<td>66%</td>
</tr>
<tr>
<td>Yuma city, Arizona</td>
<td>33,142</td>
<td>19,616</td>
<td>13,526</td>
<td>59%</td>
</tr>
<tr>
<td>Somerton city, Arizona</td>
<td>4,411</td>
<td>3,079</td>
<td>1,332</td>
<td>70%</td>
</tr>
<tr>
<td>Wellton town, Arizona</td>
<td>1,265</td>
<td>984</td>
<td>281</td>
<td>78%</td>
</tr>
<tr>
<td>Riverside County</td>
<td>705,716</td>
<td>454,924</td>
<td>250,792</td>
<td>64%</td>
</tr>
<tr>
<td>San Bernardino County</td>
<td>618,922</td>
<td>365,576</td>
<td>253,346</td>
<td>59%</td>
</tr>
<tr>
<td>San Diego County</td>
<td>1,103,128</td>
<td>581,635</td>
<td>521,493</td>
<td>53%</td>
</tr>
<tr>
<td>Fresno County</td>
<td>299,456</td>
<td>157,227</td>
<td>142,229</td>
<td>53%</td>
</tr>
<tr>
<td>Kern County</td>
<td>262,337</td>
<td>149,309</td>
<td>113,028</td>
<td>57%</td>
</tr>
<tr>
<td>Kings County</td>
<td>41,845</td>
<td>20,980</td>
<td>20,865</td>
<td>50%</td>
</tr>
<tr>
<td>Tulare County</td>
<td>134,153</td>
<td>75,761</td>
<td>58,392</td>
<td>56%</td>
</tr>
</tbody>
</table>

Source: Applied Development Economics, based on US Census ACS 2012-2016 5-Year Sample Tables B25002 and b2500
### Table A-10: Housing Values and Rents

<table>
<thead>
<tr>
<th>Jurisdiction</th>
<th>Owner-Occupied Units</th>
<th>Renter-Occupied Units</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>25th percentile value</td>
<td>50th percentile value (median)</td>
</tr>
<tr>
<td>United States</td>
<td>$104,600</td>
<td>$184,700</td>
</tr>
<tr>
<td>California</td>
<td>$242,600</td>
<td>$409,300</td>
</tr>
<tr>
<td>Imperial County</td>
<td>$103,800</td>
<td>$159,000</td>
</tr>
<tr>
<td>Brawley city</td>
<td>$105,300</td>
<td>$150,100</td>
</tr>
<tr>
<td>Calexico city</td>
<td>$123,400</td>
<td>$165,300</td>
</tr>
<tr>
<td>Calipatria city</td>
<td>$66,800</td>
<td>$93,200</td>
</tr>
<tr>
<td>El Centro city</td>
<td>$108,500</td>
<td>$164,900</td>
</tr>
<tr>
<td>Heber CDP</td>
<td>$115,700</td>
<td>$152,800</td>
</tr>
<tr>
<td>Holtville city</td>
<td>$97,100</td>
<td>$150,900</td>
</tr>
<tr>
<td>Imperial city</td>
<td>$151,100</td>
<td>$194,200</td>
</tr>
<tr>
<td>Westmorland city</td>
<td>$86,200</td>
<td>$105,600</td>
</tr>
<tr>
<td>Niland CDP</td>
<td>$37,700</td>
<td>$58,700</td>
</tr>
<tr>
<td>Ocotillo CDP</td>
<td>$72,700</td>
<td>-</td>
</tr>
<tr>
<td>Palo Verde CDP</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Salton City CDP</td>
<td>$60,700</td>
<td>$86,600</td>
</tr>
<tr>
<td>Salton Sea Beach CDP</td>
<td>$34,200</td>
<td>$65,400</td>
</tr>
<tr>
<td>Bombay Beach CDP</td>
<td>$32,800</td>
<td>$44,500</td>
</tr>
<tr>
<td>Seeley CDP</td>
<td>$65,800</td>
<td>$100,000</td>
</tr>
<tr>
<td>Desert Shores CDP</td>
<td>$34,200</td>
<td>$56,300</td>
</tr>
<tr>
<td>Winterhaven CDP</td>
<td>$68,100</td>
<td>$74,200</td>
</tr>
<tr>
<td>Rest of Imperial Co.</td>
<td>$53,300</td>
<td>$75,160</td>
</tr>
<tr>
<td>Yuma city, Arizona</td>
<td>$81,800</td>
<td>$120,200</td>
</tr>
<tr>
<td>Somerton city, Arizona</td>
<td>$85,200</td>
<td>$112,800</td>
</tr>
<tr>
<td>Wellton town, Arizona</td>
<td>$23,800</td>
<td>$39,800</td>
</tr>
<tr>
<td>Riverside County</td>
<td>$171,300</td>
<td>$276,300</td>
</tr>
<tr>
<td>San Bernardino County</td>
<td>$155,900</td>
<td>$256,000</td>
</tr>
<tr>
<td>San Diego County</td>
<td>$318,200</td>
<td>$454,600</td>
</tr>
<tr>
<td>Fresno County</td>
<td>$131,500</td>
<td>$204,900</td>
</tr>
<tr>
<td>Kern County</td>
<td>$110,100</td>
<td>$175,600</td>
</tr>
<tr>
<td>Kings County</td>
<td>$115,600</td>
<td>$172,000</td>
</tr>
<tr>
<td>Tulare County</td>
<td>$112,900</td>
<td>$169,600</td>
</tr>
</tbody>
</table>

Table A-11: Percent of Overcrowded Housing by Tenure

<table>
<thead>
<tr>
<th>Jurisdiction</th>
<th>Owner-Occupied Units</th>
<th>Renter-Occupied Units</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1.0 or less persons per room</td>
<td>1.01 to 1.50 persons per room</td>
</tr>
<tr>
<td>United States</td>
<td>98.3%</td>
<td>1.3%</td>
</tr>
<tr>
<td>California</td>
<td>96.0%</td>
<td>3.0%</td>
</tr>
<tr>
<td>Imperial County</td>
<td>93.4%</td>
<td>4.6%</td>
</tr>
<tr>
<td>Brawley city</td>
<td>94.1%</td>
<td>4.0%</td>
</tr>
<tr>
<td>Calexico city</td>
<td>90.0%</td>
<td>6.8%</td>
</tr>
<tr>
<td>Calipatria city</td>
<td>96.7%</td>
<td>3.3%</td>
</tr>
<tr>
<td>El Centro city</td>
<td>93.3%</td>
<td>4.8%</td>
</tr>
<tr>
<td>Heber CDP</td>
<td>93.0%</td>
<td>7.0%</td>
</tr>
<tr>
<td>Holtville city</td>
<td>100.0%</td>
<td>0.0%</td>
</tr>
<tr>
<td>Imperial city</td>
<td>94.9%</td>
<td>3.6%</td>
</tr>
<tr>
<td>Westmorland city</td>
<td>91.9%</td>
<td>8.1%</td>
</tr>
<tr>
<td>Niland CDP</td>
<td>92.2%</td>
<td>7.8%</td>
</tr>
<tr>
<td>Ocotillo CDP</td>
<td>100.0%</td>
<td>0.0%</td>
</tr>
<tr>
<td>Palo Verde CDP</td>
<td>100.0%</td>
<td>0.0%</td>
</tr>
<tr>
<td>Salton City CDP</td>
<td>93.3%</td>
<td>3.4%</td>
</tr>
<tr>
<td>Salton Sea Beach CDP</td>
<td>100.0%</td>
<td>0.0%</td>
</tr>
<tr>
<td>Bombay Beach CDP</td>
<td>96.6%</td>
<td>0.0%</td>
</tr>
<tr>
<td>Seeley CDP</td>
<td>100.0%</td>
<td>0.0%</td>
</tr>
<tr>
<td>Desert Shores CDP</td>
<td>91.9%</td>
<td>3.6%</td>
</tr>
<tr>
<td>Winterhaven CDP</td>
<td>100.0%</td>
<td>0.0%</td>
</tr>
<tr>
<td>Rest of Imperial Co.</td>
<td>93.2%</td>
<td>4.6%</td>
</tr>
<tr>
<td>Yuma city, Arizona</td>
<td>94.3%</td>
<td>4.2%</td>
</tr>
<tr>
<td>Somerton city, Arizona</td>
<td>94.2%</td>
<td>4.6%</td>
</tr>
<tr>
<td>Wellton town, Arizona</td>
<td>98.3%</td>
<td>0.9%</td>
</tr>
<tr>
<td>Riverside County</td>
<td>95.6%</td>
<td>3.4%</td>
</tr>
<tr>
<td>San Bernardino County</td>
<td>94.6%</td>
<td>4.2%</td>
</tr>
<tr>
<td>San Diego County</td>
<td>97.3%</td>
<td>2.0%</td>
</tr>
<tr>
<td>Fresno County</td>
<td>94.8%</td>
<td>4.2%</td>
</tr>
<tr>
<td>Kern County</td>
<td>95.0%</td>
<td>4.2%</td>
</tr>
<tr>
<td>Kings County</td>
<td>94.1%</td>
<td>4.3%</td>
</tr>
<tr>
<td>Tulare County</td>
<td>93.8%</td>
<td>4.8%</td>
</tr>
</tbody>
</table>

Source: Applied Development Economics, based on US Census ACS 2012-2016 5-Year Sample Table S2501
### Table A-12: 2014-2021 Regional Housing Needs (RHNA) Objectives (New Construction)

<table>
<thead>
<tr>
<th>Jurisdiction</th>
<th>Extremely Low</th>
<th>Very Low</th>
<th>Low</th>
<th>Moderate</th>
<th>Above Moderate</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Imperial County</td>
<td>200</td>
<td>200</td>
<td>416</td>
<td>624</td>
<td>624</td>
<td>2,064</td>
</tr>
<tr>
<td>Brawley</td>
<td>10</td>
<td>30</td>
<td>60</td>
<td>1,300</td>
<td>1,400</td>
<td>2,800</td>
</tr>
<tr>
<td>Calexico</td>
<td>408</td>
<td>409</td>
<td>489</td>
<td>490</td>
<td>1,428</td>
<td>3,224</td>
</tr>
<tr>
<td>Calapatria</td>
<td>37</td>
<td>22</td>
<td>22</td>
<td>63</td>
<td>144</td>
<td></td>
</tr>
<tr>
<td>El Centro</td>
<td>226</td>
<td>261</td>
<td>300</td>
<td>297</td>
<td>840</td>
<td>1,924</td>
</tr>
<tr>
<td>Holtville</td>
<td>54</td>
<td>31</td>
<td>32</td>
<td>92</td>
<td>209</td>
<td></td>
</tr>
<tr>
<td>Imperial</td>
<td>349</td>
<td>205</td>
<td>202</td>
<td>553</td>
<td>1,309</td>
<td></td>
</tr>
<tr>
<td>Westmorland</td>
<td>57</td>
<td>35</td>
<td>36</td>
<td>105</td>
<td>233</td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>844</td>
<td>1,397</td>
<td>1,558</td>
<td>3,003</td>
<td>5,105</td>
<td>11,907</td>
</tr>
</tbody>
</table>

Source: City Housing Elements and SCAG RHNA Summary.
### Table A-13: Educational Attainment

<table>
<thead>
<tr>
<th></th>
<th>Population 25 and Over</th>
<th>Less Than High School diploma\GED</th>
<th>High School diploma\GED</th>
<th>Some College</th>
<th>AA</th>
<th>Bachelors degree</th>
<th>Graduate or Profes. Degree</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>United States</strong></td>
<td>213,649,147</td>
<td>13%</td>
<td>28%</td>
<td>21%</td>
<td>8%</td>
<td>19%</td>
<td>12%</td>
</tr>
<tr>
<td><strong>California</strong></td>
<td>25,554,412</td>
<td>18%</td>
<td>21%</td>
<td>22%</td>
<td>8%</td>
<td>20%</td>
<td>12%</td>
</tr>
<tr>
<td><strong>Imperial County</strong></td>
<td>107,679</td>
<td>33%</td>
<td>22%</td>
<td>24%</td>
<td>7%</td>
<td>10%</td>
<td>4%</td>
</tr>
<tr>
<td>Brawley city</td>
<td>15,305</td>
<td>28%</td>
<td>25%</td>
<td>28%</td>
<td>7%</td>
<td>9%</td>
<td>2%</td>
</tr>
<tr>
<td>Calexico city</td>
<td>23,499</td>
<td>41%</td>
<td>18%</td>
<td>21%</td>
<td>5%</td>
<td>11%</td>
<td>3%</td>
</tr>
<tr>
<td>Calipatria city</td>
<td>5,056</td>
<td>42%</td>
<td>32%</td>
<td>20%</td>
<td>4%</td>
<td>2%</td>
<td>1%</td>
</tr>
<tr>
<td>El Centro city</td>
<td>26,353</td>
<td>31%</td>
<td>20%</td>
<td>23%</td>
<td>8%</td>
<td>11%</td>
<td>7%</td>
</tr>
<tr>
<td>Heber CDP</td>
<td>2,189</td>
<td>44%</td>
<td>24%</td>
<td>17%</td>
<td>4%</td>
<td>7%</td>
<td>5%</td>
</tr>
<tr>
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<td>3,522</td>
<td>42%</td>
<td>20%</td>
<td>19%</td>
<td>6%</td>
<td>12%</td>
<td>2%</td>
</tr>
<tr>
<td>Imperial city</td>
<td>9,346</td>
<td>15%</td>
<td>20%</td>
<td>34%</td>
<td>10%</td>
<td>14%</td>
<td>7%</td>
</tr>
<tr>
<td>Westmorland city</td>
<td>1,173</td>
<td>43%</td>
<td>21%</td>
<td>22%</td>
<td>5%</td>
<td>7%</td>
<td>1%</td>
</tr>
<tr>
<td>Niland CDP</td>
<td>547</td>
<td>53%</td>
<td>28%</td>
<td>12%</td>
<td>7%</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td>Ocotillo CDP</td>
<td>70</td>
<td>19%</td>
<td>19%</td>
<td>40%</td>
<td>0%</td>
<td>23%</td>
<td>0%</td>
</tr>
<tr>
<td>Palo Verde CDP</td>
<td>81</td>
<td>26%</td>
<td>37%</td>
<td>37%</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td>Salton City CDP</td>
<td>3,074</td>
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<td>32%</td>
<td>19%</td>
<td>4%</td>
<td>7%</td>
<td>3%</td>
</tr>
<tr>
<td>Salton Sea Beach CDP</td>
<td>294</td>
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<td>41%</td>
<td>15%</td>
<td>0%</td>
<td>7%</td>
<td>0%</td>
</tr>
<tr>
<td>Bombay Beach CDP</td>
<td>280</td>
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<td>41%</td>
<td>34%</td>
<td>2%</td>
<td>6%</td>
<td>6%</td>
</tr>
<tr>
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<td>899</td>
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<td>20%</td>
<td>35%</td>
<td>7%</td>
<td>4%</td>
<td>0%</td>
</tr>
<tr>
<td>Desert Shores CDP</td>
<td>671</td>
<td>54%</td>
<td>19%</td>
<td>15%</td>
<td>0%</td>
<td>11%</td>
<td>0%</td>
</tr>
<tr>
<td>Winterhaven CDP</td>
<td>172</td>
<td>53%</td>
<td>35%</td>
<td>8%</td>
<td>0%</td>
<td>5%</td>
<td>0%</td>
</tr>
<tr>
<td>Rest of Imperial County</td>
<td>15,148</td>
<td>30%</td>
<td>27%</td>
<td>26%</td>
<td>6%</td>
<td>8%</td>
<td>3%</td>
</tr>
<tr>
<td>Yuma city, Arizona</td>
<td>55,872</td>
<td>22%</td>
<td>26%</td>
<td>26%</td>
<td>8%</td>
<td>11%</td>
<td>7%</td>
</tr>
<tr>
<td>Somerton city, Arizona</td>
<td>7,920</td>
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<td>22%</td>
<td>14%</td>
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<td>6%</td>
<td>3%</td>
</tr>
<tr>
<td>Wellton town, Arizona</td>
<td>2,537</td>
<td>23%</td>
<td>35%</td>
<td>22%</td>
<td>9%</td>
<td>7%</td>
<td>5%</td>
</tr>
<tr>
<td>Riverside County</td>
<td>1,468,896</td>
<td>20%</td>
<td>26%</td>
<td>26%</td>
<td>8%</td>
<td>13%</td>
<td>8%</td>
</tr>
<tr>
<td>San Bernardino County</td>
<td>1,293,779</td>
<td>21%</td>
<td>26%</td>
<td>25%</td>
<td>8%</td>
<td>13%</td>
<td>7%</td>
</tr>
<tr>
<td>San Diego County</td>
<td>2,161,760</td>
<td>14%</td>
<td>19%</td>
<td>22%</td>
<td>9%</td>
<td>23%</td>
<td>14%</td>
</tr>
<tr>
<td>Fresno County</td>
<td>579,136</td>
<td>26%</td>
<td>23%</td>
<td>23%</td>
<td>8%</td>
<td>13%</td>
<td>7%</td>
</tr>
<tr>
<td>Kern County</td>
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<td>26%</td>
<td>27%</td>
<td>24%</td>
<td>7%</td>
<td>10%</td>
<td>5%</td>
</tr>
<tr>
<td>Kings County</td>
<td>91,823</td>
<td>27%</td>
<td>26%</td>
<td>26%</td>
<td>8%</td>
<td>9%</td>
<td>4%</td>
</tr>
<tr>
<td>Tulare County</td>
<td>263,099</td>
<td>32%</td>
<td>25%</td>
<td>22%</td>
<td>7%</td>
<td>9%</td>
<td>5%</td>
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Source Applied Development Economics, based on US Census ACS 2012-2016 5-Year Sample Table S1501
Table A-14: Type of 4-yr College Degree

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<th>Bachelors degree or higher</th>
<th>Science and Engineering field</th>
<th>Science and Engineering Related field</th>
<th>Business field</th>
<th>Education field</th>
<th>Arts, Humanities, others field</th>
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<td>9%</td>
<td>20%</td>
<td>13%</td>
<td>23%</td>
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<tr>
<td>California</td>
<td>25,554,412</td>
<td>8,176,487</td>
<td>41%</td>
<td>8%</td>
<td>19%</td>
<td>7%</td>
<td>26%</td>
</tr>
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<td>Imperial County</td>
<td>107,679</td>
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<td>32%</td>
<td>6%</td>
<td>17%</td>
<td>20%</td>
<td>25%</td>
</tr>
<tr>
<td>Brawley city</td>
<td>15,305</td>
<td>1,754</td>
<td>19%</td>
<td>4%</td>
<td>18%</td>
<td>24%</td>
<td>36%</td>
</tr>
<tr>
<td>Calexico city</td>
<td>23,499</td>
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<td>33%</td>
<td>5%</td>
<td>20%</td>
<td>20%</td>
<td>21%</td>
</tr>
<tr>
<td>Calipatria city</td>
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<td>150</td>
<td>30%</td>
<td>0%</td>
<td>7%</td>
<td>8%</td>
<td>55%</td>
</tr>
<tr>
<td>El Centro city</td>
<td>26,353</td>
<td>4,755</td>
<td>35%</td>
<td>8%</td>
<td>17%</td>
<td>19%</td>
<td>22%</td>
</tr>
<tr>
<td>Heber CDP</td>
<td>2,189</td>
<td>251</td>
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<td>0%</td>
<td>36%</td>
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<td>10%</td>
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<tr>
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<tr>
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<td>17%</td>
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<td>0%</td>
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<td>100%</td>
<td>0%</td>
</tr>
<tr>
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<td>0%</td>
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<td>0%</td>
<td>0%</td>
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<tr>
<td>Salton City CDP</td>
<td>3,074</td>
<td>314</td>
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<td>14%</td>
<td>26%</td>
<td>9%</td>
<td>15%</td>
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<tr>
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<td>21</td>
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<td>0%</td>
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<tr>
<td>Desert Shores CDP</td>
<td>671</td>
<td>77</td>
<td>29%</td>
<td>0%</td>
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<tr>
<td>Winterhaven CDP</td>
<td>172</td>
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<td>0%</td>
</tr>
<tr>
<td>Rest of Imperial County</td>
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<td>1,702</td>
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<td>27%</td>
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<td>18%</td>
<td>20%</td>
<td>22%</td>
</tr>
<tr>
<td>Somerton city, Arizona</td>
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<td>713</td>
<td>9%</td>
<td>9%</td>
<td>15%</td>
<td>27%</td>
<td>41%</td>
</tr>
<tr>
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<td>296</td>
<td>27%</td>
<td>17%</td>
<td>11%</td>
<td>35%</td>
<td>9%</td>
</tr>
<tr>
<td>Riverside County</td>
<td>1,468,896</td>
<td>311,245</td>
<td>33%</td>
<td>10%</td>
<td>22%</td>
<td>10%</td>
<td>24%</td>
</tr>
<tr>
<td>San Bernardino County</td>
<td>1,293,779</td>
<td>249,922</td>
<td>34%</td>
<td>11%</td>
<td>21%</td>
<td>10%</td>
<td>24%</td>
</tr>
<tr>
<td>San Diego County</td>
<td>2,161,760</td>
<td>788,922</td>
<td>42%</td>
<td>8%</td>
<td>19%</td>
<td>8%</td>
<td>23%</td>
</tr>
<tr>
<td>Fresno County</td>
<td>579,136</td>
<td>114,275</td>
<td>32%</td>
<td>11%</td>
<td>18%</td>
<td>11%</td>
<td>28%</td>
</tr>
<tr>
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<td>36%</td>
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<td>18%</td>
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<td>24%</td>
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<td>19%</td>
<td>15%</td>
<td>25%</td>
</tr>
<tr>
<td>Tulare County</td>
<td>263,099</td>
<td>36,813</td>
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<td>9%</td>
<td>17%</td>
<td>16%</td>
<td>26%</td>
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Source: Applied Development Economics, based on US Census ACS 2012-2016 5-Year Sample Table S1501
### Table A-15: Trends in Public School Enrollment by Districts: Imperial County: Elementary Schools

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<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Imperial County</td>
<td>18,295</td>
<td>18,340</td>
<td>18,475</td>
<td>18,545</td>
<td>18,306</td>
<td>18,183</td>
<td>18,758</td>
<td>18,441</td>
<td>18,482</td>
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<tr>
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<td>2,829</td>
<td>2,906</td>
<td>3,004</td>
<td>2,972</td>
<td>2,902</td>
<td>2,946</td>
<td>3,514</td>
<td>3,057</td>
<td>3,123</td>
<td>3,131</td>
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<td>1.5%</td>
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<tr>
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<td>4,697</td>
<td>4,685</td>
<td>4,688</td>
<td>4,662</td>
<td>4,629</td>
<td>4,584</td>
<td>4,626</td>
<td>4,574</td>
<td>4,632</td>
<td>4,595</td>
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<td>0.0%</td>
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<tr>
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<td>119</td>
<td>117</td>
<td>114</td>
<td>118</td>
<td>97</td>
<td>92</td>
<td>93</td>
<td>89</td>
<td>87</td>
<td>71</td>
<td>-11.6%</td>
<td>-6.0%</td>
</tr>
<tr>
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<td>3,814</td>
<td>3,760</td>
<td>3,646</td>
<td>3,499</td>
<td>3,565</td>
<td>3,404</td>
<td>3,413</td>
<td>3,439</td>
<td>3,474</td>
<td>3,423</td>
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<td>-0.8%</td>
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<td>868</td>
<td>967</td>
<td>1,037</td>
<td>1,101</td>
<td>1,157</td>
<td>1,139</td>
<td>1,170</td>
<td>1,206</td>
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<td>1,218</td>
<td>1,245</td>
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<td>1.8%</td>
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<tr>
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<td>847</td>
<td>833</td>
<td>799</td>
<td>805</td>
<td>779</td>
<td>736</td>
<td>734</td>
<td>697</td>
<td>730</td>
<td>732</td>
<td>726</td>
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</tr>
<tr>
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<td>1,672</td>
<td>1,658</td>
<td>1,708</td>
<td>1,762</td>
<td>1,792</td>
<td>1,846</td>
<td>1,864</td>
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<tr>
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<td>118</td>
<td>111</td>
<td>129</td>
<td>131</td>
<td>135</td>
<td>134</td>
<td>130</td>
<td>124</td>
<td>136</td>
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<td>0.8%</td>
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<td>1,160</td>
<td>1,222</td>
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<td>1,267</td>
<td>1,352</td>
<td>1,368</td>
<td>1,364</td>
<td>1,389</td>
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<tr>
<td>Meadows Union Elementary</td>
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<td>483</td>
<td>478</td>
<td>490</td>
<td>478</td>
<td>475</td>
<td>468</td>
<td>449</td>
<td>459</td>
<td>488</td>
<td>-0.1%</td>
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<td>78</td>
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<td>90</td>
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<td>91</td>
<td>91</td>
<td>84</td>
<td>85</td>
<td>76</td>
<td>90</td>
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<td>-0.2%</td>
</tr>
<tr>
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<td>377</td>
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<td>395</td>
<td>449</td>
<td>399</td>
<td>414</td>
<td>405</td>
<td>400</td>
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<td>351</td>
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<td>-4.1%</td>
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<td>850</td>
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<td>766</td>
<td>690</td>
<td>698</td>
<td>690</td>
<td>674</td>
<td>670</td>
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<td>-2.6%</td>
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<tr>
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<td>384</td>
<td>373</td>
<td>385</td>
<td>364</td>
<td>363</td>
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### Table A-16: Trends in Public School Enrollment by Districts: Imperial County: Middle Schools

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</thead>
<tbody>
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<td>4,419</td>
<td>4,517</td>
<td>4,478</td>
<td>4,431</td>
<td>4,519</td>
<td>4,483</td>
<td>4,446</td>
<td>4,031</td>
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<td>4,406</td>
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<td>790</td>
<td>804</td>
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<td>861</td>
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<td>788</td>
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<td>1,435</td>
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<td>354</td>
<td>356</td>
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<td>-2.0%</td>
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<td>687</td>
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<td>680</td>
<td>601</td>
<td>548</td>
<td>393</td>
<td>388</td>
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<td>353</td>
<td>372</td>
<td>364</td>
<td>-10.8%</td>
<td>-1.3%</td>
</tr>
<tr>
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<td>317</td>
<td>312</td>
<td>304</td>
<td>301</td>
<td>289</td>
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<td>988</td>
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<td>-2.0%</td>
<td>0.3%</td>
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### Table A-17: Trends in Public School Enrollment by Districts: Imperial County: High School and Others

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<th></th>
<th></th>
</tr>
</thead>
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<td>12,860</td>
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<td>13,455</td>
<td>14,604</td>
<td>14,799</td>
<td>14,961</td>
<td>15,161</td>
<td>15,170</td>
<td>0.7%</td>
<td>2.4%</td>
</tr>
<tr>
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<td>551</td>
<td>578</td>
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<td>982</td>
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<td>1,152</td>
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Table A-18: Trends in 8th Grade CAASPP Math Mean Score

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<td>McCabe Union Elementary</td>
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Source: California Department of Education, CAASPP Research Data
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<th>2017</th>
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<td>2,577</td>
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<td>2,469</td>
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<td>2,565</td>
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<tr>
<td>Riverside</td>
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*Source: California Department of Education, CAASPP Research Data*
### Table A-20: Trends in 8th Grade CAASPP Reading Mean Score

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<tr>
<td>Mccabe Union Elementary</td>
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<tr>
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Source: California Department of Education, CAASPP Research Data
Table A-21: Trends in 11th Grade CAASPP Reading Mean Score

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<td>2,473</td>
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<td>2,564</td>
<td>2,577</td>
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<td>Riverside</td>
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Source: California Department of Education, CAASPP Research Data
### Table A-22: Trends in Number of Students Taking College Preparatory S.A.T. Examination

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<td>3</td>
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**Students Taking SAT Exam as Percent of All Twelfth Graders**

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<th>Calipatria Unified</th>
<th>Central Union High</th>
<th>Holtville Unified</th>
<th>Imperial County Office of Education</th>
<th>Imperial Unified</th>
<th>San Pasqual Valley Unified</th>
<th>California</th>
<th>Riverside County</th>
<th>San Bernardino County</th>
<th>San Diego County</th>
<th>Fresno County</th>
<th>Kings County</th>
<th>Tulare County</th>
<th>Kern County</th>
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<td>31%</td>
<td>33%</td>
<td>32%</td>
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### Table A-23: Trends in Average Total S.A.T. Scores

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Source: California Department of Education, Postsecondary Preparation (https://www.cde.ca.gov/ds/sp/ai/) *Note: CAGR = compound annual growth rate. *Note: San Pasquale valley Unified SAT scores not publicly released due to limited number of students taking the test.
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<td>92%</td>
<td>96%</td>
<td>96%</td>
<td>94%</td>
<td>96%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Imperial County Office of Education</td>
<td>-- na</td>
<td>-- na</td>
<td>-- na</td>
<td>-- na</td>
<td>-- na</td>
<td>-- na</td>
<td>-- na</td>
<td>-- na</td>
<td>-- na</td>
<td>-- na</td>
<td>-- na</td>
<td>-- na</td>
<td>-- na</td>
</tr>
<tr>
<td>Imperial Unified</td>
<td>99%</td>
<td>98%</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
</tr>
<tr>
<td>San Pasqual Valley Unified</td>
<td>100%</td>
<td>98%</td>
<td>72%</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>93%</td>
<td>63%</td>
<td>72%</td>
<td>85%</td>
<td></td>
</tr>
<tr>
<td>California</td>
<td>80%</td>
<td>80%</td>
<td>80%</td>
<td>85%</td>
<td>84%</td>
<td>84%</td>
<td>85%</td>
<td>85%</td>
<td>86%</td>
<td>87%</td>
<td>89%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Riverside County</td>
<td>78%</td>
<td>78%</td>
<td>81%</td>
<td>85%</td>
<td>82%</td>
<td>84%</td>
<td>83%</td>
<td>85%</td>
<td>89%</td>
<td>88%</td>
<td>100%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>San Bernardino County</td>
<td>77%</td>
<td>77%</td>
<td>75%</td>
<td>79%</td>
<td>80%</td>
<td>100%</td>
<td>81%</td>
<td>81%</td>
<td>84%</td>
<td>100%</td>
<td>89%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>San Diego County</td>
<td>74%</td>
<td>76%</td>
<td>76%</td>
<td>81%</td>
<td>80%</td>
<td>80%</td>
<td>80%</td>
<td>79%</td>
<td>80%</td>
<td>100%</td>
<td>84%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fresno County</td>
<td>78%</td>
<td>79%</td>
<td>78%</td>
<td>81%</td>
<td>82%</td>
<td>78%</td>
<td>80%</td>
<td>79%</td>
<td>82%</td>
<td>86%</td>
<td>90%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kings County</td>
<td>71%</td>
<td>73%</td>
<td>78%</td>
<td>79%</td>
<td>100%</td>
<td>75%</td>
<td>78%</td>
<td>78%</td>
<td>85%</td>
<td>85%</td>
<td>95%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tulare County</td>
<td>67%</td>
<td>76%</td>
<td>75%</td>
<td>81%</td>
<td>82%</td>
<td>100%</td>
<td>84%</td>
<td>85%</td>
<td>89%</td>
<td>89%</td>
<td>92%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kern County</td>
<td>72%</td>
<td>76%</td>
<td>74%</td>
<td>78%</td>
<td>100%</td>
<td>80%</td>
<td>82%</td>
<td>84%</td>
<td>87%</td>
<td>88%</td>
<td>90%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Table A-25: Trends in Enrollment in Private Schools Operating in Imperial County

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Imperial County</td>
<td>2,046</td>
<td>1,976</td>
<td>1,795</td>
<td>1,692</td>
<td>1,603</td>
<td>1,586</td>
<td>1,603</td>
<td>1,639</td>
<td>1,611</td>
<td>1,419</td>
<td>-5%</td>
<td>-2%</td>
<td></td>
</tr>
<tr>
<td>Elementary level (K-5)</td>
<td>973</td>
<td>955</td>
<td>905</td>
<td>865</td>
<td>835</td>
<td>822</td>
<td>824</td>
<td>846</td>
<td>818</td>
<td>794</td>
<td>666</td>
<td>-3%</td>
<td>-4%</td>
</tr>
<tr>
<td>Middle school level (6-8)</td>
<td>545</td>
<td>498</td>
<td>442</td>
<td>399</td>
<td>377</td>
<td>373</td>
<td>387</td>
<td>407</td>
<td>433</td>
<td>415</td>
<td>362</td>
<td>-7%</td>
<td>-1%</td>
</tr>
<tr>
<td>High school level (9-12)</td>
<td>528</td>
<td>523</td>
<td>448</td>
<td>428</td>
<td>391</td>
<td>391</td>
<td>392</td>
<td>386</td>
<td>386</td>
<td>402</td>
<td>391</td>
<td>-6%</td>
<td>0%</td>
</tr>
</tbody>
</table>


### Table A-26: Trends in Enrollment at Imperial Valley College

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Full-Time Students</td>
<td>6,672</td>
<td>7,154</td>
<td>7,426</td>
<td>7,195</td>
<td>7,290</td>
<td>6,119</td>
<td>6,053</td>
<td>6,625</td>
<td>6,873</td>
<td>6,812</td>
<td>6,854</td>
<td>-2%</td>
<td>2%</td>
</tr>
</tbody>
</table>

Source: ADE, based on Imperial Community College District, Audit Report (many years). *Note: CAGR = compound annual growth rate.
Table A-27: Number of Imperial Valley College Students Earning Certificates and AA Degree in 2016-2017 By Major

<table>
<thead>
<tr>
<th>Majors</th>
<th>School year 2016-2017 Completions</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Numbers Receiving Certificates From Less Than One Year Programs</td>
</tr>
<tr>
<td>Total</td>
<td>561</td>
</tr>
<tr>
<td>Agriculture, Agriculture Operations, and Related Sciences</td>
<td>2</td>
</tr>
<tr>
<td>Biological And Biomedical Sciences</td>
<td>--na</td>
</tr>
<tr>
<td>Business, Management, Marketing, and Related Support Services</td>
<td>12</td>
</tr>
<tr>
<td>Communication, Journalism, and Related Programs</td>
<td>0</td>
</tr>
<tr>
<td>Computer and Information Sciences and Support Services</td>
<td>2</td>
</tr>
<tr>
<td>Construction Trades</td>
<td>5</td>
</tr>
<tr>
<td>Education</td>
<td>2</td>
</tr>
<tr>
<td>Engineering</td>
<td>--na</td>
</tr>
<tr>
<td>Engineering Technology and Engineering-Related Fields</td>
<td>16</td>
</tr>
<tr>
<td>English Language and Literature/Letters</td>
<td>0</td>
</tr>
<tr>
<td>Family and Consumer Sciences/Human Sciences</td>
<td>27</td>
</tr>
<tr>
<td>Foreign Languages, Literatures, and Linguistics</td>
<td>--na</td>
</tr>
<tr>
<td>Health Professions and Related Programs</td>
<td>78</td>
</tr>
<tr>
<td>History</td>
<td>--na</td>
</tr>
<tr>
<td>Homeland Security, Law Enforcement, Firefighting and Related Protective Services</td>
<td>15</td>
</tr>
<tr>
<td>Legal Professions and Studies</td>
<td>1</td>
</tr>
<tr>
<td>Liberal Arts and Sciences, General Studies and Humanities</td>
<td>368</td>
</tr>
<tr>
<td>Library Science</td>
<td>0</td>
</tr>
<tr>
<td>Mathematics and Statistics</td>
<td>0</td>
</tr>
<tr>
<td>Mechanic and Repair Technologies/Technicians</td>
<td>20</td>
</tr>
<tr>
<td>Multi/Interdisciplinary Studies</td>
<td>--na</td>
</tr>
<tr>
<td>Parks, Recreation, Leisure, and Fitness Studies</td>
<td>--na</td>
</tr>
<tr>
<td>Physical Sciences</td>
<td>--na</td>
</tr>
<tr>
<td>Precision Production</td>
<td>12</td>
</tr>
<tr>
<td>Majors</td>
<td>Numbers Receiving Certificates From Less Than One Year Programs</td>
</tr>
<tr>
<td>---------------------------------------------</td>
<td>----------------------------------------------------------------</td>
</tr>
<tr>
<td>Psychology</td>
<td>--na</td>
</tr>
<tr>
<td>Public Administration and Social Service Professions</td>
<td>1</td>
</tr>
<tr>
<td>Social Sciences</td>
<td>0</td>
</tr>
<tr>
<td>Visual and Performing Arts</td>
<td>--na</td>
</tr>
</tbody>
</table>

Source: ADE, based on Nat’l Center for Education Statistics (https://nces.ed.gov/collegenavigator/?q=Imperial+Valley+College&s=all&id=115861#programs)

Table A-28: Trends in Enrollment at San Diego State University-Imperial Valley Campus

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Full-Time Students</td>
<td>641</td>
<td>680</td>
<td>739</td>
<td>733</td>
<td>700</td>
<td>675</td>
<td>607</td>
<td>607</td>
<td>694</td>
<td>790</td>
<td>747</td>
<td>1%</td>
<td>2%</td>
</tr>
</tbody>
</table>

Source: ADE, based on Imperial Community College District, Audit Report (many years). *Note: CAGR = compound annual growth rate.
### Table A-29: Unemployment Rates, March 2017 – March 2018

<table>
<thead>
<tr>
<th>Jurisdiction</th>
<th>Unemployment Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Mar-18</td>
</tr>
<tr>
<td>California</td>
<td>4.2%</td>
</tr>
<tr>
<td>Imperial County</td>
<td>15.3%</td>
</tr>
<tr>
<td>San Diego County</td>
<td>3.2%</td>
</tr>
<tr>
<td>Riverside County</td>
<td>4.2%</td>
</tr>
<tr>
<td>San Bernardino County</td>
<td>3.9%</td>
</tr>
<tr>
<td>Fresno County</td>
<td>8.7%</td>
</tr>
<tr>
<td>Kern County</td>
<td>9.6%</td>
</tr>
<tr>
<td>Kings County</td>
<td>9.2%</td>
</tr>
<tr>
<td>Tulare County</td>
<td>11.0%</td>
</tr>
</tbody>
</table>

Source: EDD California Labor Market Report
### Table A-30: Labor Force Participation for Prime Working Age Groups

<table>
<thead>
<tr>
<th>Jurisdiction</th>
<th>Total (16 and over)</th>
<th>In the Labor Force</th>
<th>Labor Force Partic. Rate</th>
<th>UE Rate</th>
<th>Total (25-34)</th>
<th>In the Labor Force</th>
<th>Labor Force Partic. Rate</th>
<th>UE Rate</th>
<th>Total (35-54)</th>
<th>In the Labor Force</th>
<th>Labor Force Partic. Rate</th>
<th>UE Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>United States</td>
<td>253,323,709</td>
<td>160,860,555</td>
<td>64%</td>
<td>7%</td>
<td>43,397,907</td>
<td>35,673,080</td>
<td>82%</td>
<td>8%</td>
<td>84,008,866</td>
<td>68,267,175</td>
<td>81%</td>
<td>6%</td>
</tr>
<tr>
<td>California</td>
<td>30,565,746</td>
<td>19,378,683</td>
<td>63%</td>
<td>9%</td>
<td>5,701,167</td>
<td>4,623,375</td>
<td>81%</td>
<td>9%</td>
<td>10,374,225</td>
<td>8,330,053</td>
<td>80%</td>
<td>7%</td>
</tr>
<tr>
<td>Imperial County</td>
<td>133,170</td>
<td>70,980</td>
<td>53%</td>
<td>17%</td>
<td>25,057</td>
<td>17,448</td>
<td>70%</td>
<td>18%</td>
<td>43,170</td>
<td>29,895</td>
<td>69%</td>
<td>12%</td>
</tr>
<tr>
<td>Brawley city</td>
<td>18,545</td>
<td>10,589</td>
<td>57%</td>
<td>21%</td>
<td>3,631</td>
<td>2,988</td>
<td>82%</td>
<td>26%</td>
<td>5,944</td>
<td>4,337</td>
<td>73%</td>
<td>17%</td>
</tr>
<tr>
<td>Calexico city</td>
<td>29,365</td>
<td>16,444</td>
<td>56%</td>
<td>19%</td>
<td>4,652</td>
<td>3,669</td>
<td>79%</td>
<td>24%</td>
<td>9,250</td>
<td>6,982</td>
<td>75%</td>
<td>12%</td>
</tr>
<tr>
<td>Calipatria city</td>
<td>6,239</td>
<td>1,229</td>
<td>20%</td>
<td>17%</td>
<td>1,834</td>
<td>345</td>
<td>19%</td>
<td>13%</td>
<td>2,302</td>
<td>447</td>
<td>19%</td>
<td>19%</td>
</tr>
<tr>
<td>El Centro city</td>
<td>32,486</td>
<td>18,517</td>
<td>57%</td>
<td>15%</td>
<td>5,729</td>
<td>4,494</td>
<td>78%</td>
<td>13%</td>
<td>10,023</td>
<td>7,785</td>
<td>78%</td>
<td>11%</td>
</tr>
<tr>
<td>Heber CDP</td>
<td>2,991</td>
<td>1,756</td>
<td>59%</td>
<td>21%</td>
<td>483</td>
<td>406</td>
<td>84%</td>
<td>25%</td>
<td>982</td>
<td>855</td>
<td>87%</td>
<td>10%</td>
</tr>
<tr>
<td>Holtville city</td>
<td>4,325</td>
<td>2,227</td>
<td>52%</td>
<td>14%</td>
<td>842</td>
<td>766</td>
<td>91%</td>
<td>12%</td>
<td>1,373</td>
<td>941</td>
<td>69%</td>
<td>12%</td>
</tr>
<tr>
<td>Imperial city</td>
<td>11,740</td>
<td>7,913</td>
<td>67%</td>
<td>14%</td>
<td>2,672</td>
<td>2,213</td>
<td>83%</td>
<td>12%</td>
<td>4,408</td>
<td>3,615</td>
<td>82%</td>
<td>8%</td>
</tr>
<tr>
<td>Westmorland city</td>
<td>1,403</td>
<td>718</td>
<td>51%</td>
<td>15%</td>
<td>329</td>
<td>280</td>
<td>85%</td>
<td>17%</td>
<td>355</td>
<td>184</td>
<td>52%</td>
<td>8%</td>
</tr>
<tr>
<td>Niland CDP</td>
<td>679</td>
<td>448</td>
<td>66%</td>
<td>27%</td>
<td>83</td>
<td>83</td>
<td>100%</td>
<td>35%</td>
<td>138</td>
<td>106</td>
<td>77%</td>
<td>45%</td>
</tr>
<tr>
<td>Ocotillo CDP</td>
<td>103</td>
<td>38</td>
<td>37%</td>
<td>0%</td>
<td>8</td>
<td>4</td>
<td>50%</td>
<td>0%</td>
<td>16</td>
<td>0</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td>Palo Verde CDP</td>
<td>81</td>
<td>30</td>
<td>37%</td>
<td>0%</td>
<td>0</td>
<td>0</td>
<td>0%</td>
<td>0%</td>
<td>0</td>
<td>0</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td>Salton City CDP</td>
<td>3,722</td>
<td>2,006</td>
<td>54%</td>
<td>19%</td>
<td>761</td>
<td>510</td>
<td>67%</td>
<td>16%</td>
<td>1,268</td>
<td>860</td>
<td>68%</td>
<td>20%</td>
</tr>
<tr>
<td>Salton Sea Beach CDP</td>
<td>377</td>
<td>51</td>
<td>14%</td>
<td>20%</td>
<td>0</td>
<td>0</td>
<td>0%</td>
<td>0%</td>
<td>108</td>
<td>40</td>
<td>37%</td>
<td>25%</td>
</tr>
<tr>
<td>Bombay Beach CDP</td>
<td>303</td>
<td>61</td>
<td>20%</td>
<td>48%</td>
<td>0</td>
<td>0</td>
<td>0%</td>
<td>0%</td>
<td>9</td>
<td>2</td>
<td>22%</td>
<td>0%</td>
</tr>
<tr>
<td>Seeley CDP</td>
<td>1,186</td>
<td>696</td>
<td>59%</td>
<td>26%</td>
<td>174</td>
<td>120</td>
<td>69%</td>
<td>55%</td>
<td>410</td>
<td>328</td>
<td>80%</td>
<td>12%</td>
</tr>
<tr>
<td>Desert Shores CDP</td>
<td>818</td>
<td>465</td>
<td>57%</td>
<td>8%</td>
<td>199</td>
<td>106</td>
<td>53%</td>
<td>27%</td>
<td>211</td>
<td>191</td>
<td>91%</td>
<td>5%</td>
</tr>
<tr>
<td>Winterhaven CDP</td>
<td>172</td>
<td>43</td>
<td>25%</td>
<td>47%</td>
<td>0</td>
<td>0</td>
<td>0%</td>
<td>0%</td>
<td>78</td>
<td>29</td>
<td>37%</td>
<td>69%</td>
</tr>
<tr>
<td>Rest of Imperial Co.</td>
<td>18,635</td>
<td>7,748</td>
<td>42%</td>
<td>15%</td>
<td>3,660</td>
<td>1,464</td>
<td>40%</td>
<td>16%</td>
<td>6,295</td>
<td>3,193</td>
<td>51%</td>
<td>11%</td>
</tr>
<tr>
<td>Jurisdiction</td>
<td>Total (16 and over)</td>
<td>In the Labor Force</td>
<td>Labor Force Partic. Rate</td>
<td>UE Rate</td>
<td>Total (25-34)</td>
<td>In the Labor Force</td>
<td>Labor Force Partic. Rate</td>
<td>UE Rate</td>
<td>Total (35-54)</td>
<td>In the Labor Force</td>
<td>Labor Force Partic. Rate</td>
<td>UE Rate</td>
</tr>
<tr>
<td>----------------------------</td>
<td>---------------------</td>
<td>--------------------</td>
<td>-------------------------</td>
<td>---------</td>
<td>---------------</td>
<td>--------------------</td>
<td>-------------------------</td>
<td>---------</td>
<td>---------------</td>
<td>--------------------</td>
<td>-------------------------</td>
<td>---------</td>
</tr>
<tr>
<td>Yuma city, Arizona</td>
<td>70,851</td>
<td>43,715</td>
<td>62%</td>
<td>12%</td>
<td>13,500</td>
<td>10,739</td>
<td>80%</td>
<td>11%</td>
<td>20,519</td>
<td>16,840</td>
<td>82%</td>
<td>8%</td>
</tr>
<tr>
<td>Somerton city, Arizona</td>
<td>10,095</td>
<td>6,774</td>
<td>67%</td>
<td>13%</td>
<td>2,201</td>
<td>1,770</td>
<td>80%</td>
<td>8%</td>
<td>3,414</td>
<td>2,866</td>
<td>84%</td>
<td>14%</td>
</tr>
<tr>
<td>Wellton town, Arizona</td>
<td>2,608</td>
<td>535</td>
<td>21%</td>
<td>22%</td>
<td>110</td>
<td>71</td>
<td>65%</td>
<td>45%</td>
<td>511</td>
<td>304</td>
<td>60%</td>
<td>12%</td>
</tr>
<tr>
<td>Riverside County</td>
<td>1,782,752</td>
<td>1,071,434</td>
<td>60%</td>
<td>11%</td>
<td>313,835</td>
<td>246,377</td>
<td>79%</td>
<td>11%</td>
<td>599,492</td>
<td>468,464</td>
<td>78%</td>
<td>8%</td>
</tr>
<tr>
<td>San Bernardino County</td>
<td>1,598,512</td>
<td>962,304</td>
<td>60%</td>
<td>11%</td>
<td>306,145</td>
<td>230,381</td>
<td>75%</td>
<td>11%</td>
<td>543,500</td>
<td>410,337</td>
<td>75%</td>
<td>8%</td>
</tr>
<tr>
<td>San Diego County</td>
<td>2,607,875</td>
<td>1,697,727</td>
<td>65%</td>
<td>8%</td>
<td>522,891</td>
<td>430,533</td>
<td>82%</td>
<td>8%</td>
<td>854,198</td>
<td>688,078</td>
<td>81%</td>
<td>6%</td>
</tr>
<tr>
<td>Fresno County</td>
<td>714,300</td>
<td>432,866</td>
<td>61%</td>
<td>12%</td>
<td>142,862</td>
<td>109,821</td>
<td>77%</td>
<td>12%</td>
<td>230,386</td>
<td>175,226</td>
<td>76%</td>
<td>10%</td>
</tr>
<tr>
<td>Kern County</td>
<td>642,174</td>
<td>376,956</td>
<td>59%</td>
<td>12%</td>
<td>131,056</td>
<td>95,079</td>
<td>73%</td>
<td>12%</td>
<td>214,002</td>
<td>156,492</td>
<td>73%</td>
<td>9%</td>
</tr>
<tr>
<td>Kings County</td>
<td>113,021</td>
<td>63,179</td>
<td>56%</td>
<td>12%</td>
<td>25,007</td>
<td>17,316</td>
<td>69%</td>
<td>13%</td>
<td>39,438</td>
<td>24,912</td>
<td>63%</td>
<td>9%</td>
</tr>
<tr>
<td>Tulare County</td>
<td>327,552</td>
<td>191,618</td>
<td>59%</td>
<td>11%</td>
<td>63,782</td>
<td>47,677</td>
<td>75%</td>
<td>10%</td>
<td>108,124</td>
<td>81,691</td>
<td>76%</td>
<td>9%</td>
</tr>
</tbody>
</table>

Source: Applied Development Economics, based on US Census ACS 2012-2016 5-Year Sample Table S2301
Table A-31: Labor Force Participation for Younger and Older Working Age Groups

<table>
<thead>
<tr>
<th>Jurisdiction</th>
<th>Persons Under 25</th>
<th>Persons 55 to 64</th>
<th>Persons 65 and Over</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>In the Force</td>
<td>Partic. Rate</td>
<td>Rate</td>
</tr>
<tr>
<td>United States</td>
<td>39,674,562</td>
<td>23,148,625</td>
<td>84%</td>
</tr>
<tr>
<td>California</td>
<td>5,011,334</td>
<td>2,679,658</td>
<td>82%</td>
</tr>
<tr>
<td>Imperial County</td>
<td>25,491</td>
<td>11,550</td>
<td>66%</td>
</tr>
<tr>
<td>Brawley city</td>
<td>3,240</td>
<td>1,552</td>
<td>64%</td>
</tr>
<tr>
<td>Calexico city</td>
<td>5,866</td>
<td>2,900</td>
<td>65%</td>
</tr>
<tr>
<td>Calipatria city</td>
<td>1,183</td>
<td>196</td>
<td>60%</td>
</tr>
<tr>
<td>El Centro city</td>
<td>6,133</td>
<td>2,697</td>
<td>65%</td>
</tr>
<tr>
<td>Heber CDP</td>
<td>802</td>
<td>347</td>
<td>54%</td>
</tr>
<tr>
<td>Holtville city</td>
<td>803</td>
<td>278</td>
<td>82%</td>
</tr>
<tr>
<td>Imperial city</td>
<td>2,394</td>
<td>1,342</td>
<td>66%</td>
</tr>
<tr>
<td>Westmorland city</td>
<td>230</td>
<td>80</td>
<td>56%</td>
</tr>
<tr>
<td>Niland CDP</td>
<td>132</td>
<td>92</td>
<td>73%</td>
</tr>
<tr>
<td>Ocotillo CDP</td>
<td>33</td>
<td>10</td>
<td>100%</td>
</tr>
<tr>
<td>Palo Verde CDP</td>
<td>0</td>
<td>0</td>
<td>0%</td>
</tr>
<tr>
<td>Salton City CDP</td>
<td>648</td>
<td>349</td>
<td>79%</td>
</tr>
<tr>
<td>Salton Sea Beach</td>
<td>83</td>
<td>0</td>
<td>0%</td>
</tr>
<tr>
<td>Bombay Beach CDP</td>
<td>23</td>
<td>23</td>
<td>39%</td>
</tr>
<tr>
<td>Seeley CDP</td>
<td>287</td>
<td>137</td>
<td>63%</td>
</tr>
<tr>
<td>Desert Shores CDP</td>
<td>147</td>
<td>91</td>
<td>100%</td>
</tr>
<tr>
<td>Winterhaven CDP</td>
<td>0</td>
<td>0</td>
<td>0%</td>
</tr>
<tr>
<td>Rest of Imperial Co.</td>
<td>3,487</td>
<td>1,456</td>
<td>67%</td>
</tr>
<tr>
<td>Jurisdiction</td>
<td>Total (&lt;25)</td>
<td>In the Force</td>
<td>Labor Force Partic. Rate</td>
</tr>
<tr>
<td>-----------------------</td>
<td>-------------</td>
<td>--------------</td>
<td>--------------------------</td>
</tr>
<tr>
<td>Yuma city, Arizona</td>
<td>14,979</td>
<td>9,841</td>
<td>78%</td>
</tr>
<tr>
<td>Somerton city, Arizona</td>
<td>2,175</td>
<td>1,363</td>
<td>85%</td>
</tr>
<tr>
<td>Wellton town, Arizona</td>
<td>71</td>
<td>50</td>
<td>22%</td>
</tr>
<tr>
<td>Riverside County</td>
<td>313,856</td>
<td>165,951</td>
<td>77%</td>
</tr>
<tr>
<td>San Bernardino County</td>
<td>304,733</td>
<td>159,841</td>
<td>78%</td>
</tr>
<tr>
<td>San Diego County</td>
<td>446,115</td>
<td>262,107</td>
<td>84%</td>
</tr>
<tr>
<td>Fresno County</td>
<td>135,164</td>
<td>69,451</td>
<td>79%</td>
</tr>
<tr>
<td>Kern County</td>
<td>123,370</td>
<td>63,744</td>
<td>78%</td>
</tr>
<tr>
<td>Kings County</td>
<td>21,198</td>
<td>11,807</td>
<td>79%</td>
</tr>
<tr>
<td>Tulare County</td>
<td>64,453</td>
<td>29,640</td>
<td>80%</td>
</tr>
</tbody>
</table>

Source: Applied Development Economics, based on US Census ACS 2012-2016 5-Year Sample Table S2301
Table A-32: Labor Force Participation Rates by Type of College Degree

<table>
<thead>
<tr>
<th>Jurisdiction</th>
<th>Bachelor's Degree or Higher</th>
<th>Associate Degree or Some College</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total (Persons 25-64)</td>
<td>In the Labor Force</td>
</tr>
<tr>
<td>United States</td>
<td>53,214,243</td>
<td>45,817,463</td>
</tr>
<tr>
<td>California</td>
<td>6,707,111</td>
<td>5,714,459</td>
</tr>
<tr>
<td>Imperial County</td>
<td>13,024</td>
<td>10,758</td>
</tr>
<tr>
<td>Brawley city</td>
<td>1,610</td>
<td>1,166</td>
</tr>
<tr>
<td>Calexico city</td>
<td>3,094</td>
<td>2,633</td>
</tr>
<tr>
<td>Calipatria city</td>
<td>125</td>
<td>65</td>
</tr>
<tr>
<td>El Centro city</td>
<td>4,095</td>
<td>3,542</td>
</tr>
<tr>
<td>Heber CDP</td>
<td>224</td>
<td>209</td>
</tr>
<tr>
<td>Holtville city</td>
<td>424</td>
<td>404</td>
</tr>
<tr>
<td>Imperial city</td>
<td>1,738</td>
<td>1,510</td>
</tr>
<tr>
<td>Westmorland city</td>
<td>97</td>
<td>65</td>
</tr>
<tr>
<td>Niland CDP</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Ocotillo CDP</td>
<td>16</td>
<td>0</td>
</tr>
<tr>
<td>Palo Verde CDP</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Salton City CDP</td>
<td>195</td>
<td>133</td>
</tr>
<tr>
<td>Salton Sea Beach CDP</td>
<td>11</td>
<td>11</td>
</tr>
<tr>
<td>Bombay Beach CDP</td>
<td>5</td>
<td>5</td>
</tr>
<tr>
<td>Seeley CDP</td>
<td>33</td>
<td>21</td>
</tr>
<tr>
<td>Desert Shores CDP</td>
<td>44</td>
<td>44</td>
</tr>
<tr>
<td>Winterhaven CDP</td>
<td>8</td>
<td>8</td>
</tr>
<tr>
<td>Rest of Imperial Co.</td>
<td>1,305</td>
<td>942</td>
</tr>
<tr>
<td>Yuma city, Arizona</td>
<td>7,554</td>
<td>6,534</td>
</tr>
<tr>
<td>Somerton city, Arizona</td>
<td>693</td>
<td>596</td>
</tr>
<tr>
<td>Wellton town, Arizona</td>
<td>87</td>
<td>19</td>
</tr>
<tr>
<td>Riverside County</td>
<td>237,886</td>
<td>196,494</td>
</tr>
<tr>
<td>San Bernardino County</td>
<td>208,580</td>
<td>174,373</td>
</tr>
<tr>
<td>San Diego County</td>
<td>648,121</td>
<td>551,551</td>
</tr>
<tr>
<td>Fresno County</td>
<td>92,422</td>
<td>79,113</td>
</tr>
<tr>
<td>Kern County</td>
<td>66,866</td>
<td>55,833</td>
</tr>
<tr>
<td>Kings County</td>
<td>9,842</td>
<td>8,198</td>
</tr>
<tr>
<td>Tulare County</td>
<td>30,320</td>
<td>25,742</td>
</tr>
</tbody>
</table>

Source: Applied Development Economics, based on US Census ACS 2012-2016 5-Year Sample Table S2301
<table>
<thead>
<tr>
<th>Jurisdiction</th>
<th>High School Diploma\GED</th>
<th>Less Than HS\GED</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total (Persons 25-64)</td>
<td>Labor Force</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Labor Force Partic. Rate</td>
</tr>
<tr>
<td>United States</td>
<td>43,788,541</td>
<td>31,790,481</td>
</tr>
<tr>
<td>California</td>
<td>4,170,491</td>
<td>3,031,947</td>
</tr>
<tr>
<td>Imperial County</td>
<td>20,265</td>
<td>12,564</td>
</tr>
<tr>
<td>Brawley city</td>
<td>3,249</td>
<td>2,326</td>
</tr>
<tr>
<td>Calexico city</td>
<td>3,632</td>
<td>2,492</td>
</tr>
<tr>
<td>Calipatria city</td>
<td>1,551</td>
<td>271</td>
</tr>
<tr>
<td>El Centro city</td>
<td>4,386</td>
<td>3,232</td>
</tr>
<tr>
<td>Heber CDP</td>
<td>450</td>
<td>415</td>
</tr>
<tr>
<td>Holtville city</td>
<td>553</td>
<td>443</td>
</tr>
<tr>
<td>Imperial city</td>
<td>1,651</td>
<td>1,161</td>
</tr>
<tr>
<td>Westmorland city</td>
<td>197</td>
<td>133</td>
</tr>
<tr>
<td>Niland CDP</td>
<td>117</td>
<td>68</td>
</tr>
<tr>
<td>Ocotillo CDP</td>
<td>8</td>
<td>4</td>
</tr>
<tr>
<td>Palo Verde CDP</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Salton City CDP</td>
<td>723</td>
<td>498</td>
</tr>
<tr>
<td>Salton Sea Beach</td>
<td>65</td>
<td>10</td>
</tr>
<tr>
<td>Bombay Beach CDP</td>
<td>40</td>
<td>16</td>
</tr>
<tr>
<td>Seeley CDP</td>
<td>175</td>
<td>117</td>
</tr>
<tr>
<td>Desert Shores CDP</td>
<td>104</td>
<td>42</td>
</tr>
<tr>
<td>Winterhaven CDP</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Rest of Imperial Co.</td>
<td>3,364</td>
<td>1,336</td>
</tr>
<tr>
<td>Yuma city, Arizona</td>
<td>11,220</td>
<td>8,168</td>
</tr>
<tr>
<td>Somerton city, Arizona</td>
<td>1,614</td>
<td>1,264</td>
</tr>
<tr>
<td>Wellton town, Arizona</td>
<td>304</td>
<td>131</td>
</tr>
<tr>
<td>Riverside County</td>
<td>305,585</td>
<td>221,549</td>
</tr>
<tr>
<td>San Bernardino County</td>
<td>283,050</td>
<td>197,852</td>
</tr>
<tr>
<td>San Diego County</td>
<td>321,633</td>
<td>238,330</td>
</tr>
<tr>
<td>Fresno County</td>
<td>107,945</td>
<td>75,454</td>
</tr>
<tr>
<td>Kern County</td>
<td>118,234</td>
<td>79,808</td>
</tr>
<tr>
<td>Kings County</td>
<td>20,530</td>
<td>12,195</td>
</tr>
<tr>
<td>Tulare County</td>
<td>55,065</td>
<td>38,601</td>
</tr>
</tbody>
</table>

Source: Applied Development Economics, based on US Census ACS 2012-2016 5-Year Sample Table S2301
### Table 34: Industry of Employment, Civilian Employed Persons (16 and over), Imperial County

<table>
<thead>
<tr>
<th>Industries</th>
<th>United States</th>
<th>California</th>
<th>Imperial County</th>
<th>Brawley city</th>
<th>Calexico city</th>
<th>Calipatria city</th>
<th>El Centro city</th>
<th>Heber CDP</th>
<th>Holtville city</th>
<th>Imperial city</th>
<th>Westmorland city</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>148,001,326</td>
<td>17,577,142</td>
<td>58,456</td>
<td>8,407</td>
<td>13,311</td>
<td>1,014</td>
<td>15,682</td>
<td>1,394</td>
<td>1,926</td>
<td>6,801</td>
<td>614</td>
</tr>
<tr>
<td>Agriculture, forestry, fishing and hunting</td>
<td>1%</td>
<td>2%</td>
<td>9%</td>
<td>11%</td>
<td>7%</td>
<td>22%</td>
<td>7%</td>
<td>10%</td>
<td>20%</td>
<td>3%</td>
<td>24%</td>
</tr>
<tr>
<td>Mining, quarrying, and oil and gas extraction</td>
<td>1%</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
<td>2%</td>
<td>0%</td>
<td>1%</td>
</tr>
<tr>
<td>Construction</td>
<td>6%</td>
<td>6%</td>
<td>5%</td>
<td>4%</td>
<td>4%</td>
<td>2%</td>
<td>4%</td>
<td>1%</td>
<td>6%</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>10%</td>
<td>10%</td>
<td>4%</td>
<td>5%</td>
<td>6%</td>
<td>2%</td>
<td>4%</td>
<td>8%</td>
<td>7%</td>
<td>2%</td>
<td>3%</td>
</tr>
<tr>
<td>Wholesale trade</td>
<td>3%</td>
<td>3%</td>
<td>3%</td>
<td>2%</td>
<td>4%</td>
<td>0%</td>
<td>2%</td>
<td>0%</td>
<td>2%</td>
<td>2%</td>
<td>0%</td>
</tr>
<tr>
<td>Retail trade</td>
<td>12%</td>
<td>11%</td>
<td>15%</td>
<td>12%</td>
<td>17%</td>
<td>12%</td>
<td>15%</td>
<td>19%</td>
<td>10%</td>
<td>18%</td>
<td>9%</td>
</tr>
<tr>
<td>Transportation and warehousing</td>
<td>4%</td>
<td>4%</td>
<td>3%</td>
<td>4%</td>
<td>4%</td>
<td>4%</td>
<td>4%</td>
<td>2%</td>
<td>8%</td>
<td>3%</td>
<td>4%</td>
</tr>
<tr>
<td>Utilities</td>
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<td>4%</td>
<td>2%</td>
<td>2%</td>
<td>3%</td>
<td>4%</td>
<td>4%</td>
<td>1%</td>
<td>7%</td>
<td>6%</td>
</tr>
<tr>
<td>Information</td>
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<td>3%</td>
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<td>1%</td>
<td>0%</td>
<td>1%</td>
<td>1%</td>
<td>0%</td>
<td>0%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>Finance and insurance</td>
<td>5%</td>
<td>4%</td>
<td>2%</td>
<td>1%</td>
<td>3%</td>
<td>2%</td>
<td>3%</td>
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<td>3%</td>
<td>1%</td>
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</tr>
<tr>
<td>Real estate and rental and leasing</td>
<td>2%</td>
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<td>1%</td>
<td>0%</td>
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<tr>
<td>Professional, scientific, and technical services</td>
<td>7%</td>
<td>8%</td>
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<td>2%</td>
<td>4%</td>
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<tr>
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<td>0%</td>
</tr>
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<td>4%</td>
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</tr>
<tr>
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<td>6%</td>
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</tr>
<tr>
<td>Arts, entertainment, and recreation</td>
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<td>1%</td>
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<td>Other services, except public administration</td>
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Source: Applied Development Economics, based on US Census ACS 2012-2016 5-Year Sample Table S2403
Table 35: Industry of Employment, Civilian employed persons (16 and over), Comparison Counties

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<th>All civilian employed 16 and over</th>
<th>Riverside County</th>
<th>San Bernardino County</th>
<th>San Diego County</th>
<th>Fresno County</th>
<th>Kern County</th>
<th>Kings County</th>
<th>Tulare County</th>
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<td>1,495,776</td>
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<td>330,594</td>
<td>52,048</td>
<td>171,147</td>
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<td>Agriculture, forestry, fishing and hunting</td>
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<td>1%</td>
<td>10%</td>
<td>12%</td>
<td>15%</td>
<td>19%</td>
<td></td>
</tr>
<tr>
<td>Mining, quarrying, and oil and gas extraction</td>
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<td>0%</td>
<td>5%</td>
<td>0%</td>
<td>0%</td>
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</tr>
<tr>
<td>Construction</td>
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<td>7%</td>
<td>6%</td>
<td>5%</td>
<td>6%</td>
<td>3%</td>
<td>5%</td>
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<td>9%</td>
<td>7%</td>
<td>6%</td>
<td>8%</td>
<td>8%</td>
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<tr>
<td>Wholesale trade</td>
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<td>11%</td>
<td>11%</td>
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<td>10%</td>
<td>11%</td>
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</tr>
<tr>
<td>Transportation and warehousing</td>
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<td>4%</td>
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<td>Utilities</td>
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</tr>
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<td>Finance and insurance</td>
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</tr>
<tr>
<td>Real estate and rental and leasing</td>
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<td>2%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td></td>
</tr>
<tr>
<td>Professional, scientific, and technical services</td>
<td>4%</td>
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<td>10%</td>
<td>4%</td>
<td>4%</td>
<td>3%</td>
<td>2%</td>
<td></td>
</tr>
<tr>
<td>Management of companies and enterprises</td>
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<td>0%</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
<td></td>
</tr>
<tr>
<td>Admin. and support and waste management svcs.</td>
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<td>3%</td>
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<tr>
<td>Educational services</td>
<td>8%</td>
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<td>9%</td>
<td>8%</td>
<td>9%</td>
<td>9%</td>
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<tr>
<td>Health care and social assistance</td>
<td>12%</td>
<td>13%</td>
<td>12%</td>
<td>14%</td>
<td>11%</td>
<td>13%</td>
<td>12%</td>
<td></td>
</tr>
<tr>
<td>Arts, entertainment, and recreation</td>
<td>3%</td>
<td>2%</td>
<td>3%</td>
<td>2%</td>
<td>1%</td>
<td>3%</td>
<td>1%</td>
<td></td>
</tr>
<tr>
<td>Accommodation and food services</td>
<td>8%</td>
<td>7%</td>
<td>9%</td>
<td>7%</td>
<td>7%</td>
<td>7%</td>
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</tr>
<tr>
<td>Other services, except public administration</td>
<td>5%</td>
<td>5%</td>
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<td>5%</td>
<td>4%</td>
<td>4%</td>
<td>4%</td>
<td></td>
</tr>
<tr>
<td>Public administration</td>
<td>5%</td>
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<td>6%</td>
<td>7%</td>
<td>12%</td>
<td>6%</td>
<td></td>
</tr>
</tbody>
</table>

Source: Applied Development Economics, based on US Census ACS 2012-2016 5-Year Sample Table S2403
### Table A-36: Occupational Distribution, All Civilian Employed 16 and Over

<table>
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<tr>
<th>Jurisdiction</th>
<th>Total</th>
<th>Management</th>
<th>Business and financial operations</th>
<th>Professional and advanced technical</th>
<th>Arts, design, entertainment</th>
<th>Community service</th>
<th>Health</th>
<th>Sales and related occupations</th>
<th>Food preparation</th>
<th>Office and building support</th>
<th>Farming, fishing, and forestry</th>
<th>Construction and extraction occupations</th>
<th>Installation, prod., transport, and materials moving</th>
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<tbody>
<tr>
<td>United States</td>
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<td>7%</td>
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<td>10%</td>
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<td>6%</td>
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<td>16%</td>
<td>6%</td>
<td>17%</td>
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<td>4%</td>
<td>18%</td>
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<td>15%</td>
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<td>2%</td>
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<tr>
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<td>Business and financial operations</td>
<td>Professional and advanced technical</td>
<td>Arts, design, entertainment</td>
<td>Community service</td>
<td>Health</td>
<td>Sales and related occupations</td>
<td>Food preparation</td>
<td>Office and building support</td>
<td>Farming, fishing, and forestry</td>
<td>Construction and extraction occupations</td>
<td>Installation, prod., transport, and materials moving</td>
</tr>
<tr>
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<td>5%</td>
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<td>6%</td>
<td>10%</td>
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<td>9%</td>
<td>7%</td>
<td>16%</td>
<td>5%</td>
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<td>4%</td>
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<td>Fresno County</td>
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<td>4%</td>
<td>1%</td>
<td>10%</td>
<td>7%</td>
<td>15%</td>
<td>6%</td>
<td>17%</td>
<td>8%</td>
<td>4%</td>
<td>17%</td>
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<td>3%</td>
<td>4%</td>
<td>1%</td>
<td>10%</td>
<td>6%</td>
<td>13%</td>
<td>6%</td>
<td>16%</td>
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<td>11%</td>
<td>7%</td>
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<td>Tulare County</td>
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<td>2%</td>
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<td>14%</td>
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<td>4%</td>
<td>18%</td>
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Source: Applied Development Economics, based on US Census ACS 2012-2016 5-Year Sample Table S2401
Table A-37: Average Annual Earnings by Occupation, All Civilian Employed Full-time (16 and over), Imperial County

<table>
<thead>
<tr>
<th>Occupations</th>
<th>United States</th>
<th>California</th>
<th>Imperial County</th>
<th>Brawley city</th>
<th>Calexico city</th>
<th>Calipatria city</th>
<th>El Centro city</th>
<th>Heber CDP</th>
<th>Holtville city</th>
<th>Imperial city</th>
<th>Westmorland city</th>
</tr>
</thead>
<tbody>
<tr>
<td>All</td>
<td>$44,910</td>
<td>$48,787</td>
<td>$38,778</td>
<td>$38,644</td>
<td>$31,243</td>
<td>$38,828</td>
<td>$39,126</td>
<td>$40,726</td>
<td>$33,069</td>
<td>$60,815</td>
<td>$28,043</td>
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<td>Management</td>
<td>$72,586</td>
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<td>$61,432</td>
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<td>$62,147</td>
<td>$-</td>
<td>$51,156</td>
<td>$60,625</td>
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<td>$45,104</td>
<td>$-</td>
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<td>$58,555</td>
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<td>$-</td>
<td>$82,917</td>
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<tr>
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<td>$-</td>
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<td>$-</td>
<td>$-</td>
<td>$46,250</td>
<td>$-</td>
<td>$81,114</td>
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<td>$70,614</td>
<td>$-</td>
<td>$63,333</td>
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<td>Arts, design, entertainment, sports, and media</td>
<td>$51,663</td>
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<td>$70,739</td>
<td>$-</td>
<td>$-</td>
<td>$-</td>
<td>$32,308</td>
<td>$-</td>
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<tr>
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<td>$75,135</td>
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<td>$49,219</td>
<td>$-</td>
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<td>$23,393</td>
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<td>$32,292</td>
<td>$-</td>
<td>$65,438</td>
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<td>$66,971</td>
<td>$80,556</td>
<td>$71,797</td>
<td>$-</td>
<td>$93,688</td>
<td>-</td>
<td>-</td>
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<tr>
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<td>$24,092</td>
<td>$16,475</td>
<td>$25,417</td>
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<td>$20,227</td>
<td>$-</td>
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<tr>
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<td>$26,450</td>
<td>$-</td>
<td>$25,875</td>
<td>$-</td>
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<td>$23,066</td>
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<td>$21,042</td>
<td>$17,139</td>
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<td>$12,047</td>
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<td>$28,568</td>
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<td>$40,534</td>
<td>$23,618</td>
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<td>$25,605</td>
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<td>$-</td>
<td>$65,486</td>
<td>$60,417</td>
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Source: Applied Development Economics, based on US Census ACS 2012-2016 5-Year Sample Table S2412
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<tr>
<th>Occupations</th>
<th>Riverside County</th>
<th>San Bernardino County</th>
<th>San Diego County</th>
<th>Fresno County</th>
<th>Kern County</th>
<th>Kings County</th>
<th>Tulare County</th>
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<tr>
<td>All</td>
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<td>$41,603</td>
<td>$50,081</td>
<td>$39,683</td>
<td>$39,960</td>
<td>$37,387</td>
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<td>$64,940</td>
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<td>$73,412</td>
<td>$67,500</td>
<td>$70,512</td>
<td>$51,106</td>
<td>$64,940</td>
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<td>$48,597</td>
<td>$36,111</td>
<td>$47,996</td>
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<td>$62,405</td>
<td>$57,917</td>
<td>$80,156</td>
</tr>
<tr>
<td>Education, training, and library</td>
<td>$66,233</td>
<td>$60,898</td>
<td>$60,947</td>
<td>$61,550</td>
<td>$58,978</td>
<td>$60,430</td>
<td>$57,522</td>
</tr>
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<td>Arts, design, entertainment, sports, and media</td>
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<td>$51,600</td>
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<td>$51,678</td>
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<td>$21,544</td>
<td>$21,459</td>
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<td>$32,888</td>
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<td>$19,926</td>
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<td>$23,384</td>
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<td>$50,387</td>
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<td>$40,625</td>
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<td>$41,387</td>
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<td>$24,882</td>
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</table>

Source: Applied Development Economics, based on US Census ACS 2012-2016 5-Year Sample Table S2412
Table A-39: Average Annual Earnings by Industry, Civilian Employed Full-Time Workers (16 and over), Imperial County

<table>
<thead>
<tr>
<th>Industry</th>
<th>United States</th>
<th>California</th>
<th>Imperial County</th>
<th>Brawley city</th>
<th>Calexico city</th>
<th>Calipatria city</th>
<th>El Centro city</th>
<th>Heber CDP</th>
<th>Holtville city</th>
<th>Imperial city</th>
<th>Westmorland</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average</td>
<td>$44,910</td>
<td>$48,787</td>
<td>$38,778</td>
<td>$38,644</td>
<td>$31,243</td>
<td>$38,828</td>
<td>$39,126</td>
<td>$40,726</td>
<td>$33,069</td>
<td>$60,815</td>
<td>$28,043</td>
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<td>Agriculture, forestry, fishing and hunting</td>
<td>$31,482</td>
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<td>$15,238</td>
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<td>$27,228</td>
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<td>$51,455</td>
<td>$35,826</td>
<td>$28,851</td>
<td>$32,446</td>
<td>$37,017</td>
<td>$45,547</td>
<td>$33,554</td>
<td>$62,353</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Wholesale trade</td>
<td>$48,112</td>
<td>$45,963</td>
<td>$33,585</td>
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<td>$26,793</td>
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<tr>
<td>Retail trade</td>
<td>$33,154</td>
<td>$35,759</td>
<td>$30,227</td>
<td>$35,703</td>
<td>$29,728</td>
<td>$23,750</td>
<td>$29,448</td>
<td>$27,281</td>
<td>$37,172</td>
<td>$25,208</td>
<td>-</td>
</tr>
<tr>
<td>Transportation and warehousing</td>
<td>$47,710</td>
<td>$46,032</td>
<td>$35,017</td>
<td>$52,633</td>
<td>$30,483</td>
<td>-</td>
<td>$31,293</td>
<td>-</td>
<td>-</td>
<td>$36,825</td>
<td>-</td>
</tr>
<tr>
<td>Utilities</td>
<td>$67,644</td>
<td>$83,879</td>
<td>$70,167</td>
<td>$67,344</td>
<td>$61,293</td>
<td>$67,396</td>
<td>$65,074</td>
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<td>$80,625</td>
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<td>Information</td>
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<td>-</td>
<td>-</td>
<td>-</td>
<td>$92,778</td>
<td>-</td>
<td>-</td>
<td>$72,440</td>
<td>-</td>
</tr>
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<td>Finance and insurance</td>
<td>$56,923</td>
<td>$64,615</td>
<td>$37,857</td>
<td>$26,847</td>
<td>$33,750</td>
<td>-</td>
<td>$60,750</td>
<td>-</td>
<td>-</td>
<td>$29,141</td>
<td>-</td>
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<tr>
<td>Real estate and rental and leasing</td>
<td>$45,360</td>
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<td>$31,176</td>
<td>$45,125</td>
<td>-</td>
<td>$30,380</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Professional, scientific, and technical services</td>
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<td>$81,906</td>
<td>$45,465</td>
<td>$43,068</td>
<td>$62,411</td>
<td>-</td>
<td>$32,232</td>
<td>-</td>
<td>-</td>
<td>$80,614</td>
<td>-</td>
</tr>
<tr>
<td>Management of companies and enterprises</td>
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<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Admin. and support and waste management svcs.</td>
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<td>$58,375</td>
<td>$32,031</td>
<td>$22,000</td>
<td>$30,488</td>
<td>$31,822</td>
<td>$75,089</td>
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<td>-</td>
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<tr>
<td>Educational services</td>
<td>$48,580</td>
<td>$57,887</td>
<td>$48,906</td>
<td>$38,537</td>
<td>$38,409</td>
<td>-</td>
<td>$62,695</td>
<td>$46,053</td>
<td>$70,563</td>
<td>$42,407</td>
<td>-</td>
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<td>$41,648</td>
<td>$47,662</td>
<td>$32,319</td>
<td>$31,758</td>
<td>$29,396</td>
<td>$27,727</td>
<td>$35,347</td>
<td>$28,774</td>
<td>$14,830</td>
<td>$35,167</td>
<td>$23,462</td>
</tr>
<tr>
<td>Arts, entertainment, and recreation</td>
<td>$36,330</td>
<td>$40,393</td>
<td>$26,607</td>
<td>-</td>
<td>$25,083</td>
<td>-</td>
<td>$24,609</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Accommodation and food services</td>
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<td>$25,899</td>
<td>$23,379</td>
<td>$15,917</td>
<td>$22,633</td>
<td>-</td>
<td>$25,609</td>
<td>-</td>
<td>-</td>
<td>$28,466</td>
<td>-</td>
</tr>
<tr>
<td>Other services, except public administration</td>
<td>$34,006</td>
<td>$32,291</td>
<td>$26,663</td>
<td>$30,424</td>
<td>$25,530</td>
<td>-</td>
<td>$19,331</td>
<td>$16,579</td>
<td>$29,194</td>
<td>$30,658</td>
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<td>$68,599</td>
<td>$66,870</td>
<td>$65,313</td>
<td>$66,408</td>
<td>$61,667</td>
<td>$61,351</td>
<td>$76,213</td>
<td>$35,859</td>
<td>$83,269</td>
<td>$25,000</td>
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</table>

Source: Applied Development Economics, based on US Census ACS 2012-2016 5-Year Sample Table S2414
Table 40: Average Annual earnings by Industry, Civilian Employed Full-Time Workers (16 and over), Comparison Counties

<table>
<thead>
<tr>
<th>Industry</th>
<th>Riverside County</th>
<th>San Bernardino County</th>
<th>San Diego County</th>
<th>Fresno County</th>
<th>Kern County</th>
<th>Kings County</th>
<th>Tulare County</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average</td>
<td>$42,785</td>
<td>$41,603</td>
<td>$50,081</td>
<td>$39,683</td>
<td>$39,960</td>
<td>$37,387</td>
<td>$36,195</td>
</tr>
<tr>
<td>Agriculture, forestry, fishing and hunting</td>
<td>$25,743</td>
<td>$25,297</td>
<td>$25,461</td>
<td>$25,339</td>
<td>$21,749</td>
<td>$30,472</td>
<td>$26,520</td>
</tr>
<tr>
<td>Mining, quarrying, and oil and gas extraction</td>
<td>$61,394</td>
<td>$61,599</td>
<td>$52,159</td>
<td>$66,125</td>
<td>$65,620</td>
<td>$79,167</td>
<td>$41,250</td>
</tr>
<tr>
<td>Construction</td>
<td>$46,877</td>
<td>$45,886</td>
<td>$47,152</td>
<td>$41,564</td>
<td>$45,755</td>
<td>$43,936</td>
<td>$45,521</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>$43,043</td>
<td>$40,709</td>
<td>$48,623</td>
<td>$41,746</td>
<td>$42,465</td>
<td>$40,298</td>
<td>$36,967</td>
</tr>
<tr>
<td>Wholesale trade</td>
<td>$45,207</td>
<td>$40,709</td>
<td>$48,623</td>
<td>$41,746</td>
<td>$38,956</td>
<td>$42,036</td>
<td>$33,557</td>
</tr>
<tr>
<td>Retail trade</td>
<td>$34,997</td>
<td>$32,615</td>
<td>$35,626</td>
<td>$31,926</td>
<td>$30,825</td>
<td>$30,296</td>
<td>$30,938</td>
</tr>
<tr>
<td>Transportation and warehousing</td>
<td>$43,953</td>
<td>$41,586</td>
<td>$45,766</td>
<td>$41,878</td>
<td>$44,270</td>
<td>$47,802</td>
<td>$40,918</td>
</tr>
<tr>
<td>Utilities</td>
<td>$75,934</td>
<td>$75,588</td>
<td>$87,557</td>
<td>$73,662</td>
<td>$71,523</td>
<td>$49,107</td>
<td>$54,044</td>
</tr>
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<td>$55,728</td>
<td>$53,690</td>
<td>$72,599</td>
<td>$51,515</td>
<td>$50,510</td>
<td>$41,775</td>
<td>$43,017</td>
</tr>
<tr>
<td>Finance and insurance</td>
<td>$56,434</td>
<td>$50,610</td>
<td>$60,348</td>
<td>$46,928</td>
<td>$45,135</td>
<td>$51,591</td>
<td>$41,274</td>
</tr>
<tr>
<td>Real estate and rental and leasing</td>
<td>$45,901</td>
<td>$37,138</td>
<td>$50,198</td>
<td>$40,213</td>
<td>$39,134</td>
<td>$33,971</td>
<td>$40,515</td>
</tr>
<tr>
<td>Professional, scientific, and technical services</td>
<td>$62,386</td>
<td>$53,559</td>
<td>$75,888</td>
<td>$53,710</td>
<td>$54,971</td>
<td>$46,206</td>
<td>$51,843</td>
</tr>
<tr>
<td>Management of companies and enterprises</td>
<td>$52,750</td>
<td>$51,250</td>
<td>$89,688</td>
<td>$86,518</td>
<td>$47,117</td>
<td>-</td>
<td>$27,344</td>
</tr>
<tr>
<td>Admin. and support and waste management svcs.</td>
<td>$29,049</td>
<td>$27,558</td>
<td>$32,174</td>
<td>$27,994</td>
<td>$29,139</td>
<td>$26,346</td>
<td>$28,325</td>
</tr>
<tr>
<td>Educational services</td>
<td>$59,907</td>
<td>$54,976</td>
<td>$56,407</td>
<td>$55,993</td>
<td>$52,056</td>
<td>$47,071</td>
<td>$51,797</td>
</tr>
<tr>
<td>Health care and social assistance</td>
<td>$42,532</td>
<td>$42,742</td>
<td>$47,290</td>
<td>$42,042</td>
<td>$37,647</td>
<td>$35,453</td>
<td>$36,300</td>
</tr>
<tr>
<td>Arts, entertainment, and recreation</td>
<td>$34,751</td>
<td>$36,431</td>
<td>$37,223</td>
<td>$30,673</td>
<td>$30,235</td>
<td>$26,446</td>
<td>$27,040</td>
</tr>
<tr>
<td>Accommodation and food services</td>
<td>$25,576</td>
<td>$23,952</td>
<td>$26,613</td>
<td>$21,822</td>
<td>$22,595</td>
<td>$22,215</td>
<td>$20,362</td>
</tr>
<tr>
<td>Other services, except public administration</td>
<td>$32,590</td>
<td>$31,374</td>
<td>$32,614</td>
<td>$31,335</td>
<td>$30,925</td>
<td>$31,420</td>
<td>$30,300</td>
</tr>
<tr>
<td>Public administration</td>
<td>$70,472</td>
<td>$62,889</td>
<td>$65,354</td>
<td>$60,137</td>
<td>$70,005</td>
<td>$52,427</td>
<td>$59,750</td>
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</table>

Source: Applied Development Economics, based on US Census ACS 2012-2016 5-Year Sample Table S2414
### Table A-41: Journey to Work

<table>
<thead>
<tr>
<th>Jurisdiction</th>
<th>Total civilian employed persons (16 and Over)*</th>
<th>Worked In County of Residence</th>
<th>Worked Outside County of Residence (in State)</th>
<th>Worked Outside County of Residence (Outside of State)</th>
</tr>
</thead>
<tbody>
<tr>
<td>United States</td>
<td>145,861,221</td>
<td>72%</td>
<td>24%</td>
<td>4%</td>
</tr>
<tr>
<td>California</td>
<td>17,193,695</td>
<td>83%</td>
<td>17%</td>
<td>0%</td>
</tr>
<tr>
<td>Imperial County</td>
<td>57,190</td>
<td>92%</td>
<td>6%</td>
<td>2%</td>
</tr>
<tr>
<td>Brawley city</td>
<td>8,140</td>
<td>98%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>Calexico city</td>
<td>12,768</td>
<td>93%</td>
<td>3%</td>
<td>3%</td>
</tr>
<tr>
<td>Calipatria city</td>
<td>947</td>
<td>96%</td>
<td>2%</td>
<td>1%</td>
</tr>
<tr>
<td>El Centro city</td>
<td>15,288</td>
<td>93%</td>
<td>4%</td>
<td>4%</td>
</tr>
<tr>
<td>Heber CDP</td>
<td>1,306</td>
<td>95%</td>
<td>4%</td>
<td>2%</td>
</tr>
<tr>
<td>Holtville city</td>
<td>1,869</td>
<td>85%</td>
<td>14%</td>
<td>1%</td>
</tr>
<tr>
<td>Imperial city</td>
<td>6,692</td>
<td>96%</td>
<td>4%</td>
<td>0%</td>
</tr>
<tr>
<td>Westmorland city</td>
<td>602</td>
<td>98%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>Niland CDP</td>
<td>328</td>
<td>100%</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td>Ocotillo CDP</td>
<td>38</td>
<td>45%</td>
<td>55%</td>
<td>0%</td>
</tr>
<tr>
<td>Palo Verde CDP</td>
<td>30</td>
<td>70%</td>
<td>30%</td>
<td>0%</td>
</tr>
<tr>
<td>Salton City CDP</td>
<td>1,628</td>
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<td>62%</td>
<td>1%</td>
</tr>
<tr>
<td>Salton Sea Beach CDP</td>
<td>41</td>
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<td>54%</td>
<td>0%</td>
</tr>
<tr>
<td>Bombay Beach CDP</td>
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<td>53%</td>
<td>0%</td>
</tr>
<tr>
<td>Seeley CDP</td>
<td>525</td>
<td>97%</td>
<td>0%</td>
<td>3%</td>
</tr>
<tr>
<td>Desert Shores CDP</td>
<td>400</td>
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<td>78%</td>
<td>4%</td>
</tr>
<tr>
<td>Winterhaven CDP</td>
<td>23</td>
<td>74%</td>
<td>0%</td>
<td>26%</td>
</tr>
<tr>
<td>Rest of Imperial Co.</td>
<td>6,533</td>
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<td>4%</td>
<td>4%</td>
</tr>
<tr>
<td>Yuma city, Arizona</td>
<td>38,142</td>
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<td>5%</td>
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<tr>
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<td>5,638</td>
<td>92%</td>
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<td>7%</td>
</tr>
<tr>
<td>Wellton town, Arizona</td>
<td>408</td>
<td>85%</td>
<td>8%</td>
<td>7%</td>
</tr>
<tr>
<td>Riverside County</td>
<td>923,845</td>
<td>69%</td>
<td>30%</td>
<td>1%</td>
</tr>
<tr>
<td>San Bernardino County</td>
<td>834,181</td>
<td>70%</td>
<td>29%</td>
<td>1%</td>
</tr>
<tr>
<td>San Diego County</td>
<td>1,536,747</td>
<td>97%</td>
<td>2%</td>
<td>1%</td>
</tr>
<tr>
<td>Fresno County</td>
<td>368,119</td>
<td>91%</td>
<td>9%</td>
<td>0%</td>
</tr>
<tr>
<td>Kern County</td>
<td>323,691</td>
<td>95%</td>
<td>5%</td>
<td>0%</td>
</tr>
<tr>
<td>Kings County</td>
<td>54,567</td>
<td>78%</td>
<td>22%</td>
<td>0%</td>
</tr>
<tr>
<td>Tulare County</td>
<td>165,799</td>
<td>85%</td>
<td>14%</td>
<td>0%</td>
</tr>
</tbody>
</table>

Source: Applied Development Economics, based on US Census ACS 2012-2016 5-Year Sample Table B08130 (*note: based on usual place of work)
<table>
<thead>
<tr>
<th>Households</th>
<th>20th Percentile</th>
<th>40th Percentile</th>
<th>50th Percentile (median)</th>
<th>60th Percentile</th>
<th>80th Percentile</th>
<th>95th Percentile</th>
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</thead>
<tbody>
<tr>
<td>United States</td>
<td>$22,558</td>
<td>$43,263</td>
<td>$55,322</td>
<td>$69,767</td>
<td>$111,894</td>
<td>$209,414</td>
</tr>
<tr>
<td>California</td>
<td>$23,308</td>
<td>$49,774</td>
<td>$63,783</td>
<td>$81,045</td>
<td>$132,226</td>
<td>$250,000</td>
</tr>
<tr>
<td>Imperial County</td>
<td>$15,312</td>
<td>$31,490</td>
<td>$42,560</td>
<td>$56,067</td>
<td>$91,888</td>
<td>$156,598</td>
</tr>
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<td>$40,745</td>
<td>$51,474</td>
<td>$86,894</td>
<td>$168,281</td>
</tr>
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<td>$44,354</td>
<td>$69,083</td>
<td>$136,896</td>
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<td>$15,646</td>
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<td>$41,849</td>
<td>$54,910</td>
<td>$93,597</td>
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<td>$81,115</td>
<td>$111,000</td>
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<td>$94,688</td>
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<tr>
<td>Westmorland city</td>
<td>$11,586</td>
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<td>$62,950</td>
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<td>-</td>
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<td>-</td>
<td>$101,125</td>
<td>$121,646</td>
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<td>$15,810</td>
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<td>-</td>
<td>$108,875</td>
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Source: Applied Development Economics, based on US Census ACS 2012-2016 5-Year Sample Tables B19013 and B19080
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Source: Applied Development Economics, based on US Census ACS 2012-2016 5-Year Sample Table B19301, B19301H, and B19301i (B19025, B19025H, and B19025i for "all others")
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Source: Applied Development Economics, based on US Census ACS 2012-2016 5-Year Sample Tables B19013 and B19080
## Table A-45: Poverty Status

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<th>Percent of all</th>
<th>Children in Poverty</th>
<th>Number</th>
<th>Percent of All in Poverty</th>
<th>Percent of All Children</th>
<th>Number</th>
<th>Percent of All Persons 65 or Over in Poverty</th>
<th>Percent of All Persons 65 or over</th>
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<td>40%</td>
<td>32%</td>
<td>3,573</td>
<td>9%</td>
<td>17%</td>
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<tr>
<td>Brawley city</td>
<td>7,245</td>
<td>28%</td>
<td>3,142</td>
<td>43%</td>
<td>40%</td>
<td>440</td>
<td>6%</td>
<td>15%</td>
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<tr>
<td>Calexico city</td>
<td>10,421</td>
<td>26%</td>
<td>4,083</td>
<td>39%</td>
<td>36%</td>
<td>1,193</td>
<td>11%</td>
<td>15%</td>
<td></td>
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</tr>
<tr>
<td>Calipatria city</td>
<td>1,155</td>
<td>34%</td>
<td>691</td>
<td>60%</td>
<td>49%</td>
<td>40</td>
<td>3%</td>
<td>10%</td>
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</tr>
<tr>
<td>El Centro city</td>
<td>10,667</td>
<td>25%</td>
<td>3,923</td>
<td>37%</td>
<td>32%</td>
<td>1,008</td>
<td>9%</td>
<td>19%</td>
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<tr>
<td>Heber CDP</td>
<td>598</td>
<td>14%</td>
<td>272</td>
<td>45%</td>
<td>19%</td>
<td>0</td>
<td>0%</td>
<td>0%</td>
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<tr>
<td>Holtville city</td>
<td>2,026</td>
<td>33%</td>
<td>780</td>
<td>38%</td>
<td>38%</td>
<td>156</td>
<td>8%</td>
<td>18%</td>
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<tr>
<td>Imperial city</td>
<td>870</td>
<td>5%</td>
<td>230</td>
<td>26%</td>
<td>4%</td>
<td>77</td>
<td>9%</td>
<td>6%</td>
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<tr>
<td>Westmorland city</td>
<td>798</td>
<td>40%</td>
<td>397</td>
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<td>57%</td>
<td>60</td>
<td>8%</td>
<td>24%</td>
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<tr>
<td>Niland CDP</td>
<td>327</td>
<td>38%</td>
<td>111</td>
<td>34%</td>
<td>48%</td>
<td>54</td>
<td>17%</td>
<td>37%</td>
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<tr>
<td>Ocotillo CDP</td>
<td>55</td>
<td>44%</td>
<td>35</td>
<td>64%</td>
<td>76%</td>
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<tr>
<td>Palo Verde CDP</td>
<td>0</td>
<td>0%</td>
<td>0</td>
<td>0%</td>
<td>0%</td>
<td>0</td>
<td>0%</td>
<td>0%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Salton City CDP</td>
<td>1,509</td>
<td>29%</td>
<td>593</td>
<td>39%</td>
<td>35%</td>
<td>118</td>
<td>8%</td>
<td>20%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Salton Sea Beach CDP</td>
<td>341</td>
<td>68%</td>
<td>165</td>
<td>48%</td>
<td>100%</td>
<td>11</td>
<td>3%</td>
<td>10%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bombay Beach CDP</td>
<td>57</td>
<td>18%</td>
<td>8</td>
<td>14%</td>
<td>57%</td>
<td>36</td>
<td>63%</td>
<td>18%</td>
<td></td>
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<tr>
<td>Seeley CDP</td>
<td>737</td>
<td>46%</td>
<td>293</td>
<td>40%</td>
<td>59%</td>
<td>25</td>
<td>3%</td>
<td>17%</td>
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<td></td>
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<tr>
<td>Desert Shores CDP</td>
<td>370</td>
<td>32%</td>
<td>194</td>
<td>52%</td>
<td>50%</td>
<td>49</td>
<td>13%</td>
<td>32%</td>
<td></td>
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<tr>
<td>Winterhaven CDP</td>
<td>47</td>
<td>22%</td>
<td>0</td>
<td>0%</td>
<td>0%</td>
<td>14</td>
<td>30%</td>
<td>18%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rest of Imperial Co.</td>
<td>3,329</td>
<td>19%</td>
<td>1,115</td>
<td>33%</td>
<td>24%</td>
<td>292</td>
<td>9%</td>
<td>11%</td>
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<td></td>
</tr>
<tr>
<td>Yuma city, Arizona</td>
<td>16,597</td>
<td>18%</td>
<td>6,068</td>
<td>37%</td>
<td>24%</td>
<td>1,680</td>
<td>10%</td>
<td>13%</td>
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</tr>
<tr>
<td>Somerton city, Arizona</td>
<td>4,321</td>
<td>29%</td>
<td>1,849</td>
<td>43%</td>
<td>36%</td>
<td>335</td>
<td>8%</td>
<td>31%</td>
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<td></td>
</tr>
<tr>
<td>Wellton town, Arizona</td>
<td>569</td>
<td>19%</td>
<td>210</td>
<td>37%</td>
<td>56%</td>
<td>128</td>
<td>22%</td>
<td>8%</td>
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<td></td>
</tr>
<tr>
<td>Riverside County</td>
<td>376,689</td>
<td>16%</td>
<td>137,620</td>
<td>37%</td>
<td>23%</td>
<td>29,968</td>
<td>8%</td>
<td>10%</td>
<td></td>
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</tr>
<tr>
<td>San Bernardino County</td>
<td>392,195</td>
<td>19%</td>
<td>152,780</td>
<td>39%</td>
<td>27%</td>
<td>23,170</td>
<td>6%</td>
<td>11%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>San Diego County</td>
<td>444,024</td>
<td>14%</td>
<td>129,208</td>
<td>29%</td>
<td>18%</td>
<td>37,030</td>
<td>8%</td>
<td>9%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fresno County</td>
<td>254,872</td>
<td>27%</td>
<td>106,238</td>
<td>42%</td>
<td>39%</td>
<td>13,179</td>
<td>5%</td>
<td>12%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kern County</td>
<td>194,354</td>
<td>23%</td>
<td>81,808</td>
<td>42%</td>
<td>32%</td>
<td>9,995</td>
<td>5%</td>
<td>12%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kings County</td>
<td>28,661</td>
<td>22%</td>
<td>12,079</td>
<td>42%</td>
<td>30%</td>
<td>1,435</td>
<td>5%</td>
<td>11%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tulare County</td>
<td>127,130</td>
<td>28%</td>
<td>54,287</td>
<td>43%</td>
<td>38%</td>
<td>6,541</td>
<td>5%</td>
<td>14%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: Applied Development Economics, based on US Census ACS 2012-2016 5-Year Sample Tables S1701
Table A-46: Annual Average Number of Low Birth-Weight Babies: Three Three-Year Periods

<table>
<thead>
<tr>
<th>Jurisdiction</th>
<th>2004-2006</th>
<th>2009-2011</th>
<th>2014-2016</th>
<th>04-06 to 09-11 CAGR*</th>
<th>09-11 to 14-16 CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>California</td>
<td>37,550</td>
<td>34,848</td>
<td>33,655</td>
<td>-1%</td>
<td>-1%</td>
</tr>
<tr>
<td>Imperial County</td>
<td>185</td>
<td>175</td>
<td>179</td>
<td>-1%</td>
<td>0%</td>
</tr>
<tr>
<td>Riverside County</td>
<td>2,059</td>
<td>1,989</td>
<td>2,037</td>
<td>-1%</td>
<td>0%</td>
</tr>
<tr>
<td>San Bernardino County</td>
<td>2,353</td>
<td>2,232</td>
<td>2,249</td>
<td>-1%</td>
<td>0%</td>
</tr>
<tr>
<td>San Diego County</td>
<td>3,041</td>
<td>2,915</td>
<td>1,856</td>
<td>-1%</td>
<td>-9%</td>
</tr>
<tr>
<td>Fresno County</td>
<td>1,505</td>
<td>1,218</td>
<td>1,176</td>
<td>-4%</td>
<td>-1%</td>
</tr>
<tr>
<td>Kern County</td>
<td>1,004</td>
<td>1,044</td>
<td>1,010</td>
<td>1%</td>
<td>-1%</td>
</tr>
<tr>
<td>Kings County</td>
<td>170</td>
<td>169</td>
<td>147</td>
<td>0%</td>
<td>-3%</td>
</tr>
<tr>
<td>Tulare County</td>
<td>505</td>
<td>515</td>
<td>502</td>
<td>0%</td>
<td>-1%</td>
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</table>

Low Birth-Weight Babies Per Live Births

<table>
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<tr>
<th></th>
<th>2008</th>
<th>2013</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nat’l Goal</td>
<td>5.0%</td>
<td>7.8%</td>
<td>6.8%</td>
</tr>
<tr>
<td>California</td>
<td>6.8%</td>
<td>6.8%</td>
<td>6.8%</td>
</tr>
<tr>
<td>Imperial County</td>
<td>6.1%</td>
<td>5.6%</td>
<td>5.7%</td>
</tr>
<tr>
<td>Riverside County</td>
<td>6.5%</td>
<td>6.4%</td>
<td>6.7%</td>
</tr>
<tr>
<td>San Bernardino County</td>
<td>7.1%</td>
<td>7.1%</td>
<td>7.3%</td>
</tr>
<tr>
<td>San Diego County</td>
<td>6.6%</td>
<td>6.6%</td>
<td>5.7%</td>
</tr>
<tr>
<td>Fresno County</td>
<td>9.3%</td>
<td>7.5%</td>
<td>7.6%</td>
</tr>
<tr>
<td>Kern County</td>
<td>7.1%</td>
<td>7.2%</td>
<td>7.3%</td>
</tr>
<tr>
<td>Kings County</td>
<td>6.6%</td>
<td>6.6%</td>
<td>6.4%</td>
</tr>
<tr>
<td>Tulare County</td>
<td>6.2%</td>
<td>6.3%</td>
<td>6.8%</td>
</tr>
</tbody>
</table>

### Table A-47: Annual Average Number of Births by Teen-Age Mothers: Three Three-year Periods

<table>
<thead>
<tr>
<th>Jurisdiction</th>
<th>2004-2006</th>
<th>2009-2011</th>
<th>2014-2016</th>
<th>04-06 to 09-11 CAGR*</th>
<th>09-11 to 14-16 CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>California</td>
<td>50,841</td>
<td>43,089</td>
<td>24,209</td>
<td>-3%</td>
<td>-11%</td>
</tr>
<tr>
<td>Imperial County</td>
<td>446</td>
<td>423</td>
<td>260</td>
<td>-1%</td>
<td>-9%</td>
</tr>
<tr>
<td>Riverside County</td>
<td>3,434</td>
<td>2,952</td>
<td>1,781</td>
<td>-3%</td>
<td>-10%</td>
</tr>
<tr>
<td>San Bernardino County</td>
<td>3,983</td>
<td>3,467</td>
<td>2,042</td>
<td>-3%</td>
<td>-10%</td>
</tr>
<tr>
<td>San Diego County</td>
<td>3,721</td>
<td>3,148</td>
<td>1,737</td>
<td>-3%</td>
<td>-11%</td>
</tr>
<tr>
<td>Fresno County</td>
<td>2,163</td>
<td>1,963</td>
<td>1,187</td>
<td>-2%</td>
<td>-10%</td>
</tr>
<tr>
<td>Kern County</td>
<td>2,031</td>
<td>1,987</td>
<td>1,225</td>
<td>0%</td>
<td>-9%</td>
</tr>
<tr>
<td>Kings County</td>
<td>359</td>
<td>313</td>
<td>184</td>
<td>-3%</td>
<td>-10%</td>
</tr>
<tr>
<td>Tulare County</td>
<td>1,172</td>
<td>1,134</td>
<td>656</td>
<td>-1%</td>
<td>-10%</td>
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</table>

**Births By Teen Mothers Per 1,000 Teen Females**

<table>
<thead>
<tr>
<th></th>
<th>2008</th>
<th>2013</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nat'l Goal</td>
<td>37.8</td>
<td>31.5</td>
<td>17.6</td>
</tr>
<tr>
<td>California</td>
<td>57.2</td>
<td>56.5</td>
<td>37.6</td>
</tr>
<tr>
<td>Imperial County</td>
<td>41.2</td>
<td>32.1</td>
<td>19.5</td>
</tr>
<tr>
<td>Riverside County</td>
<td>45.6</td>
<td>39.6</td>
<td>24.3</td>
</tr>
<tr>
<td>San Bernardino County</td>
<td>35.1</td>
<td>29.4</td>
<td>15.7</td>
</tr>
<tr>
<td>San Diego County</td>
<td>56.3</td>
<td>49.6</td>
<td>29.5</td>
</tr>
<tr>
<td>Fresno County</td>
<td>62.2</td>
<td>57.2</td>
<td>35.3</td>
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<tr>
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<td>67.0</td>
<td>57.8</td>
<td>31.5</td>
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<tr>
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<td>63.5</td>
<td>59.8</td>
<td>35.7</td>
</tr>
<tr>
<td>Tulare County</td>
<td>37.8</td>
<td>31.5</td>
<td>17.6</td>
</tr>
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</table>

### Table A-48: Annual Average Number of Tuberculosis Cases: Three Three-Year Periods

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<th>Jurisdiction</th>
<th>2004-2006</th>
<th>2009-2011</th>
<th>2014-2016</th>
<th>04-06 to 09-11 CAGR*</th>
<th>09-11 to 14-16 CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>California</td>
<td>2,890</td>
<td>2,375</td>
<td>2,108</td>
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<td>-2%</td>
</tr>
<tr>
<td>Imperial County</td>
<td>32</td>
<td>29</td>
<td>37</td>
<td>-2%</td>
<td>5%</td>
</tr>
<tr>
<td>Riverside County</td>
<td>70</td>
<td>70</td>
<td>56</td>
<td>0%</td>
<td>-5%</td>
</tr>
<tr>
<td>San Bernardino County</td>
<td>63</td>
<td>65</td>
<td>61</td>
<td>1%</td>
<td>-1%</td>
</tr>
<tr>
<td>San Diego County</td>
<td>313</td>
<td>236</td>
<td>237</td>
<td>-6%</td>
<td>0%</td>
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<tr>
<td>Fresno County</td>
<td>78</td>
<td>56</td>
<td>51</td>
<td>-6%</td>
<td>-2%</td>
</tr>
<tr>
<td>Kern County</td>
<td>39</td>
<td>39</td>
<td>29</td>
<td>0%</td>
<td>-5%</td>
</tr>
<tr>
<td>Kings County</td>
<td>5</td>
<td>5</td>
<td>3</td>
<td>0%</td>
<td>-7%</td>
</tr>
<tr>
<td>Tulare County</td>
<td>19</td>
<td>23</td>
<td>17</td>
<td>4%</td>
<td>-6%</td>
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</table>

**Tuberculosis Cases Per 100,000 People**

<table>
<thead>
<tr>
<th>Jurisdiction</th>
<th>2011-12</th>
<th>2015-16</th>
<th>11-12 to 15-16 CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nat'l Goal</td>
<td>1.0</td>
<td>1.0</td>
<td>1.0</td>
</tr>
<tr>
<td>California</td>
<td>7.8</td>
<td>6.4</td>
<td>5.4</td>
</tr>
<tr>
<td>Imperial County</td>
<td>19.4</td>
<td>16.7</td>
<td>20.1</td>
</tr>
<tr>
<td>Riverside County</td>
<td>3.6</td>
<td>3.2</td>
<td>2.4</td>
</tr>
<tr>
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<td>3.2</td>
<td>3.2</td>
<td>2.9</td>
</tr>
<tr>
<td>San Diego County</td>
<td>10.3</td>
<td>7.6</td>
<td>7.2</td>
</tr>
<tr>
<td>Fresno County</td>
<td>8.7</td>
<td>6.0</td>
<td>5.2</td>
</tr>
<tr>
<td>Kern County</td>
<td>5.1</td>
<td>4.6</td>
<td>3.3</td>
</tr>
<tr>
<td>Kings County</td>
<td>3.2</td>
<td>3.1</td>
<td>2.2</td>
</tr>
<tr>
<td>Tulare County</td>
<td>4.6</td>
<td>5.2</td>
<td>3.7</td>
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### Table A-49: Annual Average Adult with Asthma as A Percent of All Adults

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<tr>
<th>Jurisdiction</th>
<th>2011-12</th>
<th>2015-16</th>
<th>11-12 to 15-16 CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>California</td>
<td>7.7%</td>
<td>8.3%</td>
<td>2%</td>
</tr>
<tr>
<td>Imperial County</td>
<td>6.5%</td>
<td>8.5%</td>
<td>6%</td>
</tr>
<tr>
<td>Riverside County</td>
<td>6.8%</td>
<td>8.6%</td>
<td>5%</td>
</tr>
<tr>
<td>San Bernardino County</td>
<td>7.4%</td>
<td>8.6%</td>
<td>3%</td>
</tr>
<tr>
<td>San Diego County</td>
<td>6.2%</td>
<td>10.1%</td>
<td>10%</td>
</tr>
<tr>
<td>Fresno County</td>
<td>13%</td>
<td>11.2%</td>
<td>-3%</td>
</tr>
<tr>
<td>Kern County</td>
<td>10.7%</td>
<td>12.4%</td>
<td>3%</td>
</tr>
<tr>
<td>Kings County</td>
<td>8.8%</td>
<td>15.6%</td>
<td>12%</td>
</tr>
<tr>
<td>Tulare County</td>
<td>11.1%</td>
<td>12%</td>
<td>2%</td>
</tr>
</tbody>
</table>

Source: ADE, Inc. based on UCLA Health Policy Institute, Health Profiles. *Note: CAGR = compound annual growth rate.
Table A-50: Preventable Deaths: Annual Average Number of Deaths Due to Diabetes: Three Three-Year Periods

<table>
<thead>
<tr>
<th>Jurisdiction</th>
<th>2004-2006</th>
<th>2009-2011</th>
<th>2014-2016</th>
<th>04-06 to 09-11 CAGR*</th>
<th>09-11 to 14-16 CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>California</td>
<td>7,388</td>
<td>7,214</td>
<td>8,696</td>
<td>0%</td>
<td>4%</td>
</tr>
<tr>
<td>Imperial County</td>
<td>41</td>
<td>47</td>
<td>60</td>
<td>3%</td>
<td>5%</td>
</tr>
<tr>
<td>Riverside County</td>
<td>365</td>
<td>410</td>
<td>487</td>
<td>2%</td>
<td>3%</td>
</tr>
<tr>
<td>San Bernardino County</td>
<td>432</td>
<td>527</td>
<td>620</td>
<td>4%</td>
<td>3%</td>
</tr>
<tr>
<td>San Diego County</td>
<td>582</td>
<td>572</td>
<td>679</td>
<td>0%</td>
<td>4%</td>
</tr>
<tr>
<td>Fresno County</td>
<td>233</td>
<td>228</td>
<td>238</td>
<td>0%</td>
<td>1%</td>
</tr>
<tr>
<td>Kern County</td>
<td>191</td>
<td>204</td>
<td>263</td>
<td>1%</td>
<td>5%</td>
</tr>
<tr>
<td>Kings County</td>
<td>39</td>
<td>32</td>
<td>28</td>
<td>-4%</td>
<td>-3%</td>
</tr>
<tr>
<td>Tulare County</td>
<td>105</td>
<td>88</td>
<td>108</td>
<td>-4%</td>
<td>4%</td>
</tr>
</tbody>
</table>

Deaths Due to Diabetes Per 100,000 People: Age-Adjusted

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Nat’l Goal</td>
<td>22.1</td>
<td>20.2</td>
<td>20.7</td>
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<tr>
<td>California</td>
<td>30.3</td>
<td>32.0</td>
<td>33.6</td>
</tr>
<tr>
<td>Imperial County</td>
<td>21.3</td>
<td>20.5</td>
<td>19.3</td>
</tr>
<tr>
<td>Riverside County</td>
<td>30.5</td>
<td>33.9</td>
<td>33.2</td>
</tr>
<tr>
<td>San Bernardino County</td>
<td>21.1</td>
<td>19.1</td>
<td>19.3</td>
</tr>
<tr>
<td>San Diego County</td>
<td>33.0</td>
<td>28.5</td>
<td>26.4</td>
</tr>
<tr>
<td>Fresno County</td>
<td>34.3</td>
<td>32.4</td>
<td>36.1</td>
</tr>
<tr>
<td>Kern County</td>
<td>44.4</td>
<td>30.3</td>
<td>24.7</td>
</tr>
<tr>
<td>Kings County</td>
<td>32.7</td>
<td>24.8</td>
<td>26.5</td>
</tr>
<tr>
<td>Tulare County</td>
<td>22.1</td>
<td>20.2</td>
<td>20.7</td>
</tr>
</tbody>
</table>

### Table A-51: Preventable Deaths: Annual Average Number of Deaths Due to Cancers (All Types): Three Three-Year Periods

<table>
<thead>
<tr>
<th>Jurisdiction</th>
<th>2004-2006</th>
<th>2009-2011</th>
<th>2014-2016</th>
<th>04-06 to 09-11 CAGR*</th>
<th>09-11 to 14-16 CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>California</td>
<td>54,121</td>
<td>56,035</td>
<td>58,931</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>Imperial County</td>
<td>213</td>
<td>207</td>
<td>214</td>
<td>-1%</td>
<td>1%</td>
</tr>
<tr>
<td>Riverside County</td>
<td>3,099</td>
<td>3,319</td>
<td>3,679</td>
<td>1%</td>
<td>2%</td>
</tr>
<tr>
<td>San Bernardino County</td>
<td>2,588</td>
<td>2,712</td>
<td>2,959</td>
<td>1%</td>
<td>2%</td>
</tr>
<tr>
<td>San Diego County</td>
<td>4,644</td>
<td>4,798</td>
<td>5,011</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>Fresno County</td>
<td>1,182</td>
<td>1,245</td>
<td>1,280</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>Kern County</td>
<td>1,061</td>
<td>1,050</td>
<td>1,153</td>
<td>0%</td>
<td>2%</td>
</tr>
<tr>
<td>Kings County</td>
<td>168</td>
<td>156</td>
<td>182</td>
<td>-1%</td>
<td>3%</td>
</tr>
<tr>
<td>Tulare County</td>
<td>538</td>
<td>566</td>
<td>564</td>
<td>1%</td>
<td>0%</td>
</tr>
</tbody>
</table>

**Deaths Due to Cancer Per 100,000 People: Age-Adjusted**

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Imperial County</td>
<td>161.3</td>
<td>153.3</td>
<td>138.1</td>
<td>120.1</td>
</tr>
<tr>
<td>Riverside County</td>
<td>180.2</td>
<td>180.1</td>
<td>170.0</td>
<td>157.6</td>
</tr>
<tr>
<td>San Bernardino County</td>
<td>166.7</td>
<td>180.1</td>
<td>160.6</td>
<td>142.8</td>
</tr>
<tr>
<td>San Diego County</td>
<td>167.0</td>
<td>167.0</td>
<td>154.4</td>
<td>141.9</td>
</tr>
<tr>
<td>Fresno County</td>
<td>189.9</td>
<td>181.3</td>
<td>143.1</td>
<td>152.2</td>
</tr>
<tr>
<td>Kings County</td>
<td>166.9</td>
<td>166.9</td>
<td>160.7</td>
<td>138.4</td>
</tr>
</tbody>
</table>

Table A-52: Preventable Deaths: Annual Average Number of Deaths Due to Heart Disease: Three Three-Year Periods

<table>
<thead>
<tr>
<th>Jurisdiction</th>
<th>2004-2006</th>
<th>2009-2011</th>
<th>2014-2016</th>
<th>04-06 to 09-11 CAGR</th>
<th>09-11 to 14-16 CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>California</td>
<td>51,246</td>
<td>43,724</td>
<td>37,659</td>
<td>-3%</td>
<td>-3%</td>
</tr>
<tr>
<td>Imperial County</td>
<td>169</td>
<td>167</td>
<td>155</td>
<td>0%</td>
<td>-1%</td>
</tr>
<tr>
<td>Riverside County</td>
<td>3,241</td>
<td>2,927</td>
<td>2,650</td>
<td>-2%</td>
<td>-2%</td>
</tr>
<tr>
<td>San Bernardino County</td>
<td>2,784</td>
<td>2,409</td>
<td>1,839</td>
<td>-3%</td>
<td>-5%</td>
</tr>
<tr>
<td>San Diego County</td>
<td>3,774</td>
<td>3,335</td>
<td>2,908</td>
<td>-2%</td>
<td>-3%</td>
</tr>
<tr>
<td>Fresno County</td>
<td>1,154</td>
<td>1,035</td>
<td>977</td>
<td>-2%</td>
<td>-1%</td>
</tr>
<tr>
<td>Kern County</td>
<td>1,280</td>
<td>984</td>
<td>952</td>
<td>-5%</td>
<td>-1%</td>
</tr>
<tr>
<td>Kings County</td>
<td>139</td>
<td>132</td>
<td>105</td>
<td>-1%</td>
<td>-5%</td>
</tr>
<tr>
<td>Tulare County</td>
<td>570</td>
<td>493</td>
<td>472</td>
<td>-3%</td>
<td>-1%</td>
</tr>
</tbody>
</table>

Deaths Due to Heart Disease Per 100,000 People: Age-Adjusted

<table>
<thead>
<tr>
<th>Jurisdiction</th>
<th>Nat'l Goal</th>
<th>California</th>
<th>Imperial County</th>
<th>Riverside County</th>
<th>San Bernardino County</th>
<th>San Diego County</th>
<th>Fresno County</th>
<th>Kern County</th>
<th>Kings County</th>
<th>Tulare County</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>162.0</td>
<td>154.0</td>
<td>127.9</td>
<td>188.7</td>
<td>211.0</td>
<td>134.4</td>
<td>167.4</td>
<td>250.8</td>
<td>162.4</td>
<td>183.3</td>
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<tr>
<td></td>
<td>100.8</td>
<td>122.4</td>
<td>118.4</td>
<td>152.3</td>
<td>164.8</td>
<td>109.7</td>
<td>128.2</td>
<td>165.1</td>
<td>132.6</td>
<td>147.2</td>
</tr>
<tr>
<td></td>
<td>103.4</td>
<td>89.1</td>
<td>86.9</td>
<td>104.6</td>
<td>106.5</td>
<td>81.2</td>
<td>108.1</td>
<td>132.6</td>
<td>91.6</td>
<td>120.5</td>
</tr>
</tbody>
</table>

### Table A-53: Preventable Deaths: Annual Average Number of Deaths Due to Stroke: Three Three-Year Periods

<table>
<thead>
<tr>
<th>Jurisdiction</th>
<th>2004-2006</th>
<th>2009-2011</th>
<th>2014-2016</th>
<th>04-06 to 09-11 CAGR</th>
<th>09-11 to 14-16 CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>California</td>
<td>15,815</td>
<td>13,465</td>
<td>14,753</td>
<td>-3%</td>
<td>2%</td>
</tr>
<tr>
<td>Imperial County</td>
<td>53</td>
<td>61</td>
<td>51</td>
<td>3%</td>
<td>-4%</td>
</tr>
<tr>
<td>Riverside County</td>
<td>904</td>
<td>805</td>
<td>857</td>
<td>-2%</td>
<td>1%</td>
</tr>
<tr>
<td>San Bernardino County</td>
<td>659</td>
<td>634</td>
<td>699</td>
<td>-1%</td>
<td>2%</td>
</tr>
<tr>
<td>San Diego County</td>
<td>1,263</td>
<td>1,049</td>
<td>1,229</td>
<td>-4%</td>
<td>3%</td>
</tr>
<tr>
<td>Fresno County</td>
<td>429</td>
<td>368</td>
<td>397</td>
<td>-3%</td>
<td>2%</td>
</tr>
<tr>
<td>Kern County</td>
<td>285</td>
<td>251</td>
<td>259</td>
<td>-3%</td>
<td>1%</td>
</tr>
<tr>
<td>Kings County</td>
<td>48</td>
<td>41</td>
<td>38</td>
<td>-3%</td>
<td>-2%</td>
</tr>
<tr>
<td>Tulare County</td>
<td>166</td>
<td>170</td>
<td>159</td>
<td>1%</td>
<td>-1%</td>
</tr>
</tbody>
</table>

**Deaths Due to Stroke Per 100,000 People: Age-Adjusted**

<table>
<thead>
<tr>
<th></th>
<th>Nat’l Goal</th>
<th>California</th>
<th>Imperial County</th>
<th>Riverside County</th>
<th>San Bernardino County</th>
<th>San Diego County</th>
<th>Fresno County</th>
<th>Kern County</th>
<th>Kings County</th>
<th>Tulare County</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>50.0</td>
<td>47.8</td>
<td>40.4</td>
<td>52.5</td>
<td>50.2</td>
<td>45.0</td>
<td>62.4</td>
<td>55.7</td>
<td>56.6</td>
<td>53.2</td>
</tr>
<tr>
<td></td>
<td>33.8</td>
<td>38.1</td>
<td>45.3</td>
<td>42.8</td>
<td>43.7</td>
<td>34.8</td>
<td>46.2</td>
<td>42.4</td>
<td>40.0</td>
<td>50.6</td>
</tr>
<tr>
<td></td>
<td>35.3</td>
<td>34.8</td>
<td>28.5</td>
<td>34.2</td>
<td>40.5</td>
<td>34.3</td>
<td>44.7</td>
<td>36.8</td>
<td>34.1</td>
<td>40.9</td>
</tr>
</tbody>
</table>

Table A-54: Preventable Deaths: Annual Average Number of Deaths Chronic Lower Respiratory Diseases (Asthma, Bronchitis, Emphysema, etc.): Three Three-Year Periods

<table>
<thead>
<tr>
<th>Jurisdiction</th>
<th>2004-2006</th>
<th>2009-2011</th>
<th>2014-2016</th>
<th>04-06 to 09-11 CAGR*</th>
<th>09-11 to 14-16 CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>California</td>
<td>12,831</td>
<td>13,045</td>
<td>13,312</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td>Imperial County</td>
<td>38</td>
<td>31</td>
<td>38</td>
<td>-4%</td>
<td>4%</td>
</tr>
<tr>
<td>Riverside County</td>
<td>916</td>
<td>941</td>
<td>1,032</td>
<td>1%</td>
<td>2%</td>
</tr>
<tr>
<td>San Bernardino County</td>
<td>836</td>
<td>820</td>
<td>901</td>
<td>0%</td>
<td>2%</td>
</tr>
<tr>
<td>San Diego County</td>
<td>1,080</td>
<td>1,020</td>
<td>1,007</td>
<td>-1%</td>
<td>0%</td>
</tr>
<tr>
<td>Fresno County</td>
<td>291</td>
<td>284</td>
<td>297</td>
<td>0%</td>
<td>1%</td>
</tr>
<tr>
<td>Kern County</td>
<td>369</td>
<td>411</td>
<td>389</td>
<td>2%</td>
<td>-1%</td>
</tr>
<tr>
<td>Kings County</td>
<td>48</td>
<td>48</td>
<td>46</td>
<td>0%</td>
<td>-1%</td>
</tr>
<tr>
<td>Tulare County</td>
<td>142</td>
<td>172</td>
<td>158</td>
<td>4%</td>
<td>-2%</td>
</tr>
</tbody>
</table>

Deaths Due to Chronic Lower-Respiratory Diseases Per 100,000 People: Age-Adjusted

<table>
<thead>
<tr>
<th>Jurisdiction</th>
<th>2004-2006</th>
<th>2009-2011</th>
<th>2014-2016</th>
<th>04-06 to 09-11 CAGR*</th>
<th>09-11 to 14-16 CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>California</td>
<td>34.7</td>
<td>35.0</td>
<td>34.1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Imperial County</td>
<td>23.1</td>
<td>17.8</td>
<td>20.5</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Riverside County</td>
<td>47.6</td>
<td>42.9</td>
<td>44.3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>San Bernardino County</td>
<td>42.3</td>
<td>40.2</td>
<td>42.3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>San Diego County</td>
<td>35.4</td>
<td>32.9</td>
<td>30.7</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fresno County</td>
<td>32.6</td>
<td>30.4</td>
<td>30.4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kern County</td>
<td>47.9</td>
<td>48.9</td>
<td>44.0</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kings County</td>
<td>32.5</td>
<td>31.4</td>
<td>30.7</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tulare County</td>
<td>34.0</td>
<td>38.7</td>
<td>34.0</td>
<td></td>
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</table>

Table A-55: Preventable Deaths: Annual Average Number of Accidental Deaths: Three Three-Year Periods

<table>
<thead>
<tr>
<th>Jurisdiction</th>
<th>2004-2006</th>
<th>2009-2011</th>
<th>2014-2016</th>
<th>04-06 to 09-11 CAGR*</th>
<th>09-11 to 14-16 CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>California</td>
<td>10,925</td>
<td>10,350</td>
<td>12,368</td>
<td>-1%</td>
<td>4%</td>
</tr>
<tr>
<td>Imperial County</td>
<td>73</td>
<td>48</td>
<td>76</td>
<td>-8%</td>
<td>10%</td>
</tr>
<tr>
<td>Riverside County</td>
<td>688</td>
<td>667</td>
<td>846</td>
<td>-1%</td>
<td>5%</td>
</tr>
<tr>
<td>San Bernardino County</td>
<td>558</td>
<td>480</td>
<td>555</td>
<td>-3%</td>
<td>3%</td>
</tr>
<tr>
<td>San Diego County</td>
<td>885</td>
<td>963</td>
<td>1,078</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>Fresno County</td>
<td>360</td>
<td>326</td>
<td>406</td>
<td>-2%</td>
<td>5%</td>
</tr>
<tr>
<td>Kern County</td>
<td>338</td>
<td>330</td>
<td>446</td>
<td>0%</td>
<td>6%</td>
</tr>
<tr>
<td>Kings County</td>
<td>51</td>
<td>53</td>
<td>51</td>
<td>1%</td>
<td>-1%</td>
</tr>
<tr>
<td>Tulare County</td>
<td>210</td>
<td>148</td>
<td>167</td>
<td>-7%</td>
<td>2%</td>
</tr>
</tbody>
</table>

Deaths Due to Accidents Per 100,000 People: Age-Adjusted

<table>
<thead>
<tr>
<th>Jurisdiction</th>
<th>Nat'l Goal</th>
<th>2009-11</th>
<th>2014-16</th>
</tr>
</thead>
<tbody>
<tr>
<td>California</td>
<td>17.1</td>
<td>36.0</td>
<td>36.4</td>
</tr>
<tr>
<td>Imperial County</td>
<td>30.2</td>
<td>27.6</td>
<td>30.3</td>
</tr>
<tr>
<td>Riverside County</td>
<td>43.5</td>
<td>28.6</td>
<td>42.5</td>
</tr>
<tr>
<td>San Bernardino County</td>
<td>37.3</td>
<td>31.8</td>
<td>35.7</td>
</tr>
<tr>
<td>San Diego County</td>
<td>30.5</td>
<td>25.6</td>
<td>27.5</td>
</tr>
<tr>
<td>Fresno County</td>
<td>29.2</td>
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<td>37.1</td>
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<td>42.3</td>
<td>54.0</td>
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<td>Tulare County</td>
<td>53.9</td>
<td>36.7</td>
<td>39.8</td>
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### Table A-56: Annual Value of Shipments Through All Imperial County Points of Entries (2007-2017) ($mil.)

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<td><strong>Exports to Mexico</strong></td>
<td>$4,651.6</td>
<td>$4,749.7</td>
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<td>$4,814.1</td>
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<td>$5,896.2</td>
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<td>$6,824.3</td>
<td>$6,523.5</td>
<td>$6,613.2</td>
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<tr>
<td>Calexico East</td>
<td>$4,611.0</td>
<td>$4,687.2</td>
<td>$3,582.8</td>
<td>$4,669.0</td>
<td>$5,657.2</td>
<td>$5,699.6</td>
<td>$5,601.7</td>
<td>$5,984.3</td>
<td>$6,519.1</td>
<td>$6,109.4</td>
<td>$6,228.2</td>
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<td>1.8%</td>
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<td>$60.6</td>
<td>$89.6</td>
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<td>$249.0</td>
<td>$294.4</td>
<td>$288.6</td>
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<td>$411.9</td>
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<td>$0.3</td>
<td>$0.9</td>
<td>$0.0</td>
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<td>$6,399.4</td>
<td>$4,761.3</td>
<td>$6,044.8</td>
<td>$7,011.2</td>
<td>$7,405.2</td>
<td>$8,319.1</td>
<td>$9,698.2</td>
<td>$9,441.1</td>
<td>$9,529.5</td>
<td>-0.2%</td>
<td>6.3%</td>
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</tr>
<tr>
<td>Calexico East</td>
<td>$7,086.6</td>
<td>$6,399.4</td>
<td>$4,761.3</td>
<td>$6,044.8</td>
<td>$7,011.2</td>
<td>$7,405.2</td>
<td>$8,319.1</td>
<td>$9,698.2</td>
<td>$9,437.8</td>
<td>$9,529.1</td>
<td>8.0%</td>
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<tr>
<td>Calexico West</td>
<td>0.0</td>
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<tr>
<td>Other (Andrade)</td>
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### Table A-57: Annual Value of Shipments By Modes of Transportation: Calexico East Point of Entry (2007-2017)

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<tr>
<td>Export</td>
<td>$4,611.0</td>
<td>$4,687.2</td>
<td>$3,582.8</td>
<td>$4,669.0</td>
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<td>$5,699.6</td>
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<td>$6,519.1</td>
<td>$6,109.4</td>
<td>$6,228.2</td>
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<td>1.8%</td>
</tr>
<tr>
<td>Trucking</td>
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<td>$3,466.7</td>
<td>$4,493.3</td>
<td>$5,395.5</td>
<td>$5,496.4</td>
<td>$5,455.4</td>
<td>$5,783.8</td>
<td>$6,374.8</td>
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<tr>
<td>Rail and other</td>
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<td>$171.7</td>
<td>$116.2</td>
<td>$175.7</td>
<td>$261.7</td>
<td>$203.2</td>
<td>$146.3</td>
<td>$200.6</td>
<td>$144.3</td>
<td>$122.6</td>
<td>$112.2</td>
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<tr>
<td>Import</td>
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<td>$6,399.4</td>
<td>$4,761.3</td>
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<td>$7,011.2</td>
<td>$7,405.2</td>
<td>$8,319.1</td>
<td>$9,698.2</td>
<td>$9,441.1</td>
<td>$9,529.1</td>
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<td>$4,745.2</td>
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### Table A-58: Annual Value of Shipments by Commodity Groups Exported to Mexico Via Calexico East Point of Entry (2007-2017)

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<tr>
<td>01-05 Animal Prod</td>
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<td>145.1</td>
<td>96.1</td>
<td>106.7</td>
<td>119.3</td>
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<tr>
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<td>-2.5%</td>
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<tr>
<td>06-15 Vegetable Prod</td>
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<td>215.2</td>
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<td>306.4</td>
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<td>16-24 Foodstuffs</td>
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<td>97.6</td>
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<td>88.7</td>
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<td>89.2</td>
<td>132.7</td>
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<tr>
<td>28-38 Chemicals &amp; Allied</td>
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<td>184.5</td>
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<td>39-40 Plastics / Rubbers</td>
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<td>448.1</td>
<td>462.7</td>
<td>506.7</td>
<td>514.6</td>
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<td>518.1</td>
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<tr>
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<td>9.3</td>
<td>10.4</td>
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<td>176.4</td>
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<td>211.0</td>
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<td>4.4</td>
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<td>582.1</td>
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<td>11.6</td>
<td>6.1</td>
<td>3.9</td>
<td>7.2</td>
<td>3.5</td>
<td>1.5</td>
<td>0.6</td>
<td>0%</td>
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<td></td>
<td>-12.8%</td>
<td>-37.3%</td>
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<td>$132.6</td>
<td>$158.3</td>
<td>$131.7</td>
<td>$154.1</td>
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<tr>
<td><strong>Computer-Related Mach.</strong></td>
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<td>$212.3</td>
<td>$224.7</td>
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<td>$517.0</td>
<td>$622.8</td>
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<td>$215.5</td>
<td>$287.5</td>
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<td>$397.6</td>
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<td>$409.4</td>
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<td>$375.3</td>
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<td>-1.9%</td>
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<td>$5.3</td>
<td>$4.7</td>
<td>$6.4</td>
<td>$9.2</td>
<td>$9.4</td>
<td>$6.7</td>
<td>$23.3</td>
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<td>$4.0</td>
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<td>$5.4</td>
<td>$7.2</td>
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<td>$13.5</td>
<td>$13.7</td>
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<td>36.4%</td>
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<td>$184.5</td>
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<td>$259.8</td>
<td>$254.9</td>
<td>$236.2</td>
<td>$231.5</td>
<td>$226.5</td>
<td>$248.7</td>
<td>$265.7</td>
<td>$238.7</td>
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<td>5.5%</td>
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<td>$456.1</td>
<td>$299.6</td>
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<td>$449.8</td>
<td>$477.4</td>
<td>$388.9</td>
<td>$302.7</td>
<td>$328.3</td>
<td>$310.9</td>
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<td>$3,746.2</td>
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<td>$4,670.6</td>
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<td>$273.1</td>
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<td>$599.7</td>
<td>$690.3</td>
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<td>$1,612.1</td>
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<td>$563.5</td>
<td>$581.1</td>
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<td>$697.4</td>
<td>$810.3</td>
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<td>$977.1</td>
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<td>$333.9</td>
<td>$389.2</td>
<td>$439.6</td>
<td>$372.5</td>
<td>$404.5</td>
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### Table A-61: Annual Value of Shipments: Advanced Manufacturing Products Imported From Mexico Via Calexico East Point of Entry (2007-2017)

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<td>Advanced Manufacturing</td>
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<td>$3,035.4</td>
<td>$3,522.7</td>
<td>$3,778.5</td>
<td>$4,705.2</td>
<td>$4,959.1</td>
<td>$5,831.0</td>
<td>$6,924.0</td>
<td>$6,711.0</td>
<td>$6,742.9</td>
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<td>Aircraft, Spacecraft Parts</td>
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<td>$84.9</td>
<td>$70.8</td>
<td>$91.1</td>
<td>$141.6</td>
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<td>$372.6</td>
<td>$593.5</td>
<td>$506.2</td>
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<td>$547.3</td>
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<td>&gt;100%</td>
<td>10.7%</td>
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<td>Computer-Related Mach.</td>
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<td>$677.8</td>
<td>$497.8</td>
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<td>$990.7</td>
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<td>$1,196.5</td>
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<td>$3,126.6</td>
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<td>$2,602.1</td>
<td>$2,732.5</td>
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<td>$3,435.8</td>
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<td>11.6%</td>
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<tr>
<td>Pharmaceutical Products</td>
<td>$11.8</td>
<td>$18.1</td>
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<td>$26.8</td>
<td>$14.5</td>
<td>$10.5</td>
<td>$10.9</td>
<td>$10.8</td>
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<tr>
<td>Tools of Base Metal</td>
<td>$1.0</td>
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### Table A-62: Electric Power Generation (MW) by Source of Energy: Imperial County

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<td>-13%</td>
<td>16%</td>
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<td>25</td>
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<tr>
<td>Geothermal</td>
<td>454</td>
<td>513</td>
<td>576</td>
<td>713</td>
<td>61%</td>
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<td>Wood/Wood Waste Solids</td>
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<td>15</td>
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<td>Mesquite Resource Recovery Project</td>
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<td>133</td>
<td>265</td>
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<td>Ocotillo Express LLC</td>
<td>0</td>
<td>0</td>
<td>133</td>
<td>265</td>
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<td>10%</td>
<td>---</td>
</tr>
</tbody>
</table>

### Table A-63: Vehicle Traffic State Routes at Key Intersections in Imperial County

<table>
<thead>
<tr>
<th>Key Intersections</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>11-16 CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>Southbound vehicle traffic on SR86 at SR86 (Imperial Ave.) and Adams Ave.</td>
<td>30,500</td>
<td>30,500</td>
<td>30,000</td>
<td>28,500</td>
<td>28,500</td>
<td>28,500</td>
<td>-1.3%</td>
</tr>
<tr>
<td>Adams Ave. intersection (El Centro)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Westbound vehicle traffic on Interstate 8 at Interstate 8 and SR 111 Intersection</td>
<td>30,500</td>
<td>31,500</td>
<td>31,600</td>
<td>31,600</td>
<td>32,500</td>
<td>32,500</td>
<td>1.3%</td>
</tr>
<tr>
<td>(east of El Centro)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: ADE, based on Caltrans, "Traffic Volume for all vehicles on California State Highways" [multiple years]. *Note: CAGR = compound annual growth rate.

### Table A-64: Truck Traffic State Routes at Key Intersections in Imperial County

<table>
<thead>
<tr>
<th>Key Intersections</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>11-16 CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>Northwestbound truck traffic on SR86 and Center Street intersection (Westmorland)</td>
<td>2,818</td>
<td>2,733</td>
<td>2,874</td>
<td>2,536</td>
<td>2,451</td>
<td>2,508</td>
<td>-2.3%</td>
</tr>
<tr>
<td>Westbound truck traffic on Interstate 8 at Interstate 8 and SR 111 intersection (east of El Centro)</td>
<td>2,647</td>
<td>2,640</td>
<td>2,721</td>
<td>2,420</td>
<td>2,791</td>
<td>2,875</td>
<td>1.7%</td>
</tr>
<tr>
<td>Westbound truck traffic on SR98 at SR98 and SR 111 intersection (Calexico)</td>
<td>1,151</td>
<td>1,170</td>
<td>1,137</td>
<td>1,182</td>
<td>1,119</td>
<td>1,242</td>
<td>1.5%</td>
</tr>
</tbody>
</table>

Source: ADE, based on Caltrans, "Traffic Volume for all vehicles on California State Highways" [multiple years]. *Note: CAGR = compound annual growth rate.

### Table A-65: Trends in Passenger and Freight Volume at Imperial County Airport

<table>
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<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>Passengers - Departing</td>
<td>11,626</td>
<td>7,057</td>
<td>5,641</td>
<td>4,751</td>
<td>6,136</td>
<td>5,491</td>
<td>2,630</td>
<td>2,717</td>
<td>2,601</td>
<td>4,136</td>
<td>5,606</td>
<td>-14%</td>
<td>0.4%</td>
</tr>
<tr>
<td>Passengers - Arriving</td>
<td>9,663</td>
<td>7,141</td>
<td>5,870</td>
<td>4,981</td>
<td>6,362</td>
<td>5,653</td>
<td>2,566</td>
<td>2,478</td>
<td>2,378</td>
<td>3,771</td>
<td>5,178</td>
<td>-10%</td>
<td>-2%</td>
</tr>
<tr>
<td>Freight (lbs) – Depart.</td>
<td>1,493,480</td>
<td>1,374,379</td>
<td>1,364,459</td>
<td>1,372,272</td>
<td>1,254,907</td>
<td>1,132,164</td>
<td>1,015,704</td>
<td>1,055,206</td>
<td>1,095,343</td>
<td>1,077,065</td>
<td>912,562</td>
<td>-5%</td>
<td>-4%</td>
</tr>
<tr>
<td>Freight (lbs) – Arriv.</td>
<td>873,425</td>
<td>907,532</td>
<td>1,077,072</td>
<td>1,142,674</td>
<td>1,118,410</td>
<td>923,283</td>
<td>1,035,250</td>
<td>1,192,166</td>
<td>1,162,298</td>
<td>789,968</td>
<td>704,576</td>
<td>1%</td>
<td>-5%</td>
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</tbody>
</table>

Source: ADE, Inc., based on US DOT, Bureau of Transportation Statistics, "Air Carriers Statistics (Form 41 Traffic) - All Carriers: T-100 Market (All Carriers)" [multiple years] (Note: 2017 is a 12-month estimate based on US DOT 11-month data). *Note: CAGR = compound annual growth rate.
Table A-66: Trends in Number of Persons Crossing into the United States at Various Imperial County Ports of Entry
(Multiple Modes of Transit)

<table>
<thead>
<tr>
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<tbody>
<tr>
<td>Pedestrians</td>
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<td></td>
<td></td>
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</tr>
<tr>
<td>Calexico East</td>
<td>9,429</td>
<td>18,030</td>
<td>33,930</td>
<td>58,771</td>
<td>117,624</td>
<td>318,599</td>
<td>310,344</td>
<td>223,374</td>
<td>253,992</td>
<td>260,454</td>
<td>102%</td>
<td>-4%</td>
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<tr>
<td>Andrade</td>
<td>1,538,028</td>
<td>1,148,149</td>
<td>1,517,727</td>
<td>895,746</td>
<td>832,608</td>
<td>893,191</td>
<td>831,896</td>
<td>800,176</td>
<td>817,866</td>
<td>833,296</td>
<td>831,433</td>
<td>-10%</td>
<td>-1%</td>
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<tr>
<td>Personal Vehicle Passengers</td>
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<tr>
<td>Calexico East</td>
<td>7,003,669</td>
<td>7,144,168</td>
<td>5,731,129</td>
<td>5,152,282</td>
<td>5,082,318</td>
<td>5,530,414</td>
<td>5,915,717</td>
<td>6,437,937</td>
<td>6,744,400</td>
<td>7,041,582</td>
<td>7,143,200</td>
<td>-5%</td>
<td>5%</td>
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<tr>
<td>Calexico West</td>
<td>10,949,336</td>
<td>9,432,447</td>
<td>8,625,713</td>
<td>7,474,182</td>
<td>7,099,725</td>
<td>6,981,401</td>
<td>7,132,134</td>
<td>7,221,528</td>
<td>7,644,148</td>
<td>7,851,664</td>
<td>7,860,166</td>
<td>-9%</td>
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<tr>
<td>Andrade</td>
<td>1,161,051</td>
<td>981,916</td>
<td>883,929</td>
<td>793,770</td>
<td>789,113</td>
<td>828,660</td>
<td>795,616</td>
<td>911,988</td>
<td>1,036,699</td>
<td>1,080,857</td>
<td>1,177,023</td>
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<tr>
<td>Calexico East</td>
<td>28,064</td>
<td>41,725</td>
<td>40,161</td>
<td>52,184</td>
<td>88,064</td>
<td>92,630</td>
<td>103,690</td>
<td>111,400</td>
<td>122,873</td>
<td>116,240</td>
<td>115,600</td>
<td>27%</td>
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<td>33,800</td>
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<td>562</td>
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<td>240</td>
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<td>0</td>
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<tr>
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</tbody>
</table>

Source: ADE, Inc., based on US DOT, Bureau of Transportation Statistics, "Broder Crossing/Entry Data" (multiple years). *Note: CAGR = compound annual growth rate.
Table A-67: Trends in Number of Vehicles Crossing into the United States at Various Imperial County Ports of Entry

(Multiple Modes of Travel)

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<td>394,548</td>
<td>453,079</td>
<td>523,059</td>
<td>506,230</td>
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Source: ADE, Inc., based on US DOT, Bureau of Transportation Statistics, "Broder Crossing/Entry Data" (multiple years). *Note: CAGR = compound annual growth rate.