



IN THE SPOTLIGHT



(619) 336-9977

Craft Labor & Support Services, LLC ("CLSS") was formed in 2008 to provide both general and skilled sub-contract workers to shipyard, off-shore, and petrochemical industries. CLSS with offices located in Federal Way, WA and National City, CA is one of several companies taking advantage of the incentives offered to businesses located within the San Diego Regional Enterprise Zone ("SDREZ"). The primary objective of the SDREZ is to stimulate business growth and job creation in areas of high unemployment, a mission CLSS seems to have taken to heart. Since 2008, CLSS has hired 102 SDREZ tax credit eligible employees including 52 ex-offenders and 2 veterans.

CLSS co-owner, Mike Greene credits the savings realized from SDREZ tax credits with enabling CLSS to retire its debt much sooner. Additionally, CLSS has re-invested the tax savings into its workforce by providing workers with supplemental life, dental, and health insurance benefits in 2009 and 2010. However, due to current economic conditions, CLSS has not been able to carry these benefits forward into the current fiscal year. CLSS has also used tax savings to pay workers higher than market wages, offer additional trade specific training, and off-set increasing worker compensation and unemployment costs.



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The San Diego Union-Tribune

Despite current economic realities, the tax credits have allowed CLSS to maintain its current workforce and continue to provide its workers with competitive wages. Mr. Greene is concerned that if the Enterprise Zone is eliminated CLSS may need to reduce its current level of staffing and/or lower wages for workers. He is hopeful that the program will continue.

HELPFUL TIPS

Are you still spending money for off-line and on-line services to attract and hire job candidates?

If so, you may want to consider contacting your local Workforce Career Center. Career Centers such as the South County Career Center, the South Metro Career Center, and the Metro Career Center provide job skills training for job seekers as well as **FREE** job placement/screening services for business owners.

How easy is it to find a skilled workforce that qualifies your business for EZ Hiring Tax Credits?

It is as easy as calling your local Workforce Career Center! Many of the job seekers that visit these Career Centers qualify under one or more categories for the EZ Hiring Tax Credit. Call a Career Center Specialist today to learn more about how Career Centers can assist your business. You can find contact information in the "Resources" section of this newsletter.

RESOURCES

San Diego Regional Enterprise Zone

Hiring Tax Credit Vouchering Services

Tere Avina: (619) 236-6302
Tina Hines: (619) 236-6305

City of San Diego

Cord Bailey: (619) 533-5954

City of Chula Vista

Craig Ruiz: (619) 691-5248

City of National City

Alfredo Ybarra: (619) 336-4279

Unified Port of San Diego

Paul Brown: (619) 686-7283

Media Contact

Lydia Moreno: (619) 236-6320

Job Referral/Job Placement Services

South County Career Center
Leonardo Alarcon: (619) 628-0321

South Metro Career Center
Inna Lomack: (619) 266-4205

Foreign-Trade Zones Program

Adrienne Turner: (619) 236-6364

Helpful Links

San Diego Regional Enterprise Zone
<http://www.sdrez.org>

California Association of Enterprise Zones
<http://www.caez.org>

National Association of FTZ's
<http://www.naftz.org>

Foreign-Trade Zones Board
<http://ia.ita.doc.gov/ftzpage/>

State of California
Business Investment Services
<http://www.labor.ca.gov/calBIS/>



Local Businesses Unite to Preserve Enterprise Zones

PUBLIC OFFICIALS and PRIVATE ENTERPRISE joined together on March 3rd at the General Dynamics NASSCO facility in the City of San Diego to speak out against Governor Brown's proposal to eliminate the Enterprise Zone Program, one of few incentive programs remaining that help attract and retain business within the State. City of San Diego Mayor Jerry Sanders, National City Mayor Ron Morrison, and City of Chula Vista Mayor Cheryl Cox were joined by representatives from General Dynamics NASSCO, Jensen Meat Company, Inc., and E & E Industries. Other concerned Enterprise Zone businesses were in attendance as well.



The common theme echoed at the event was that Enterprise Zone Credits enable companies, both large and small, to re-invest the tax savings realized back into the business to hire more workers, expand and improve facilities, and update equipment. Fred Harris commented that NASSCO has used savings from the tax credits to build a \$45 million dollar state-of-the-art paint facility at the shipyard.



Additionally, Samuel Acuña of Jensen Meat Company, Inc. stated that the EZ Program helps California businesses level the playing field when competing with national competitors to keep businesses, and more importantly, jobs within the State.

SDREZ QUICK FACTS

For the Month of February 2011.

- 58 - Participating Companies
- 565 - Employees Hired
- 98 - New Positions
- 467 - Existing Positions

Employee Eligibility

- 9 - Veterans:
- 0 - Disabled/Service Connected Veterans
- 4 - Public Assistance Eligible
- 44 - Ex-offenders
- 0 - Dislocated Workers
- 1 - Native Americans
- 0 - Self-Employed
- 1 - Vocational Rehabilitation
- 0 - WIA Eligible/Enrolled
- 0 - Cal Works Eligible/Enrolled
- 101 - Low Income
- 33 - Work Opportunity Tax Credit
- 372 - Targeted Employment Area

For more information about the Enterprise Zone, visit www.SDREZ.org, or call (619) 533-5954.

JOIN THE FIGHT TO SAVE ENTERPRISE ZONES

A coalition of 300 local elected officials, statewide organizations (including the League of California Cities, the California Taxpayers Association and the California Manufacturers & Technology Association) and businesses from around the State have joined to support California's Enterprise Zone tax credit program and to oppose Governor Brown's proposal to eliminate it. As proposed, the Enterprise Zone program would be eliminated retroactively to January 1, 2011 AND any credits companies have claimed and carried forward would be eliminated. For more information about the businesses and associations fighting to save Enterprise Zones and to join the Coalition, please visit www.jobsandsafecommunities.com and www.SaveEnterpriseZones.com.



The San Diego Foreign-Trade Zone

Businesses participating in the U.S. Foreign-Trade Zone Program (FTZ) benefit from special customs procedures including duty exemptions and deferrals, inverted tariff, and streamlined logistics. For more information about the FTZ, call (619) 236-6364.

SAVE THE DATE

- 05/19/11 - MEXPORT Trade show promoting Maquiladora Sourcing Opportunities. More info at www.mexport.org.
- 09/30/11 - 21st Annual Economic Summit at the San Diego Convention Center. More info at www.southcountyedc.com
- 10/13/11 - 7th Annual Elected Officials Reception at Chula Vista Nature Center