

Benicia Industrial Park Business Interview Summary (7-24-14)

1. How is the company doing compared to a year or two ago; growing or declining?

Summary: majority are doing OK, maintaining, recovering; a few are starting to grow; a couple are not yet recovering

- Holding our own and starting to move forward
- Maintaining
- About same
- We're doing well
- Better
- We're doing great
- Growing
- About the same as last year. Some return to previous levels anticipated by Q4 2014
- Barely hanging in there
- Compared to a couple of years ago, we're doing well
- Recession killed us and we're emotionally damaged
- Around the same level as per downturn

2. Is your company experiencing growth as the economy is turning around

Even split between growing and maintaining

- Yes – but it's been very rough the past few years.
- Holding our own and growing – we have 16 locations throughout the US
- Yes
- Holding our own
- About the same
- Improving with the residential construction market
- No significant growth at present
- 15 to 20% growth
- Maintaining
- Growth of 20%

3. How long has your business been located in the Benicia Industrial Park?

Average: 22 years / Range: 3 to 42 years

- Three different locations since 1975
- 16 yrs; moved from Emeryville; Did an employee distribution study and the BIP was more central and workable for employees; BIP was roomy; buffer between neighbors; they would have like to pick up two adjoining pieces of properties but not able; so they built on the one they are on.

4. About how old is your facility in the Benicia Industrial Park?

Average: 40 years / Range: 10 to 75 years

- 31 years and we've expanded a number of times since with the latest building about 10 years ago
- 1940's – the original building. We've expanded and now are in 9 different buildings and we'd really like to be in just one building
- WWII era
- About 23 years; some older, some newer
- Moved several time within the BIP

5. Do you have other facilities outside of the Park?

About half do.

- South SF
- Affiliates in Texas and Louisiana
- 16 locations
- Storage facility in Pittsburg that we'd like to move closer
- One small office in LA
- 400 locations worldwide
- Warehouse in Benicia
- Sparks, NV 62,000 SF, 30 employees; primarily manufacturing; since 1979; 1 Mile south just outside the BIP (beyond the golf cart) leasing about 700 SF for prototype shop
- Another warehouse in the Benicia Armory
- Orange, CA
- Alameda and Vernon, CA

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6. Functions occurring at this facility? i.e. manufacturing, distribution

Primarily manufacturing; then warehouse, distribution and sales; trucking, engineering, testing and prototype

- Sell industrial hoses and rubber parts
- Fabrication of steel building components for our own projects. We are a construction industry subcontractor
- Industrial rotating equipment repair (pumps, turbines)
- Auto parts distributor
- Custom fabrication
- Heavy steel fabrication and machine shop
- Testing
- Guitar supplies
- Plastic and rubber
- Distributor of pipe valves and fittings
- Hazardous waste and industrial cleaning
- Mfg proprietary conveyor components
- Primarily engineering, purchasing, admin
- Pipe supports, seismic bracing, pumps, gas transmission repair and parts
- Pipe organs for concert halls
- Commercial contractor
- Distributor for re-bar support
- Industrial sales, assembly, and service
- Glass glazing for residential market (windows, doors, shower, etc). Supplier and install, no manufacturing

7. What % capacity are you at the facility, i.e., 75%

About half could use more space now or in the future, this includes those who are at 100% but don't need additional space right now. A few are in multiple buildings and would prefer to consolidate;

- Comfortable...just expanded
- Approximately 60 percent
- Maxed out but don't need additional space
- Have room to expand
- Maxed out, interested in expanding if possible
- We're in 9 buildings, would like to be in just one
- Using 40,000 sf; excess space available
- We have enough room, but could use more
- 100% but we picked up other space in the Park
- Okay for the next 5 years
- We could use more physical space

8. Do you own or lease your facility?

9 lease, 10 own

- Lease, but we'd like to buy the building
- Own (except lease one of the nine)
- Rent month to month

9. If lease, how long is left on your lease?

All are short term. 3-4 years

- Open-ended; month/month
- Until 2017

10. At the end of your lease would you be looking to renew your lease, look for larger or to own a building, in Benicia or outside the area?

A couple are or will definitely start looking outside Benicia.

- Would like to buy a 10,000 to 20,000 sq. ft. building here but there are none available. BIP has a lot of very large buildings and very small condo type buildings
- Looking now because building is in such disrepair and landlord (Bayshore Associates) will not make repairs. Roof leaks, building settles and floors cracked, etc. We've tried to work with the building owner and have also talked with City, but so far, no resolution

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11. What type of space would you need? (manufacturing? warehouse? etc)	
Primarily manufacturing, warehousing.	
<ul style="list-style-type: none"> In 5 years will need more space and we'll keep an eye out to buy the remaining condos in our facility. More office/warehouse 	
12. If own, does your current facility continue to fit your needs?	
Yes	
13. Planning to stay in the existing facility?	
Primarily Yes	
<ul style="list-style-type: none"> for the time being No...we'll move in 2017 unless the building gets renovated Yes; when we need to expand would like to stay as close as possible 	
14. Is there a critical reason for you to be located at the Industrial Park?	
Only a couple indicated customers as "critical" reason to be at BIP. Many said the location is important because it is convenient for their employees or for employee draw, access to highways, etc. How truly critical those reasons would be when an expansion decision needs to be made?	
<ul style="list-style-type: none"> Yes...our customers want us close (Valero and other refineries in the area) Location - for both employees and customers. Our biggest customers are the 5 refineries in the Bay Area Location for employees. It would be hard to move At the time it was affordable. Much more expensive now. For example, the bridge toll was .35 cents, now \$5:00 Good location for our employees and customers (utilities and refineries). However, if we have to we'll move and all it will do is add 10 to 15 minutes drive time for our employees and drivers - we can live with that Perfect location with access to the Freeways Proximity to customers (refineries, terminals) Just employee draw. Raw materials are sourced globally; customer market: 75% US Defense Dept; Navy, aircraft-related; 25% oil & gas export Abundant space at good value. Proximity to our bay area jobsites, and to employees' residences Location to Freeways and customers. Also inexpensive and other small businesses in the building. We all look after each other. It's like a community within a community Yes...attitude of the city is very business friendly and I hope it stays that way. We came from downtown SF, which was not business friendly because I live in Benicia Easy access to 680 	
15. What do you like about the Benicia Industrial Park? Location?	
Location, location, location	
<ul style="list-style-type: none"> Location: proximity to customers, convenient for employees, distribution of products, vendors are located here, easy to get to Initially availability and cost of property and buildings Safe and affordable, given other possible locations Good services and freeway access City does good job. City helped them with IRB, enabled them to build more building for same \$ Nothing special Nothing I like about it...or dislike about it Overhead cranes - unique, don't find that often 	

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16. What don't you like about the Benicia Industrial Park?

(1) Internet, phone, and power reliability; (2) Road conditions and traffic; (3) Valero expansion/RR; and (4) crime, poor lighting,

- Seems like there are always problems with the phones. Not reliable
- The empty, run down looking buildings, no pride.
- Really poor Internet service, antiquated power infrastructure, brownouts, back lighting
- Nothing...but heard that some people are not happy with the expansion of Valero and the potential extended delays with more trains
- Rash of break-ins
- The businesses in this park are doing all of the heavy lifting for the city (provide jobs and tax revenue) and we get nothing in return. I'm not talking about landscaping...but real investment in infrastructure in the industrial park
- RR stops we're landlocked, our employees and trucks get trapped waiting
- Poor signage and roads are not well marked and people drive all over the place and park where they want.

17. What improvements would you like to see at the Benicia Industrial Park?

same as above.

18. What types of business would be appropriate to locate in existing empty buildings?

- Sand blasting and coating company
- Raw material suppliers (alloy bars, stainless steel)
- Steel supplier, currently get our steel from Sacramento
- Most of our suppliers are already located here
- Truck repair – diesel; truck and trailer washing
- The Deli is good but only restaurant. Would like to see something more appropriate for taking guests; have to go into town or across freeway
- We have what we need here in terms of other suppliers and vendors

19. Any other comments

- We're pretty happy here
- We have looked at other locations like Mare Island, however the buildings were good but the access is terrible
- The park is good, "Benicia is not good for us."
- Customers are all over the world...not local
- Still angry with city for putting a big electronic sign right in front of building without notifying
- Seems like city is trying to help, but also appears that some departments are a bit nit-picky. We'd like to put up a larger awning...but have to get a permit? Also, so many issues with annual fire inspection that seems a bit over the top