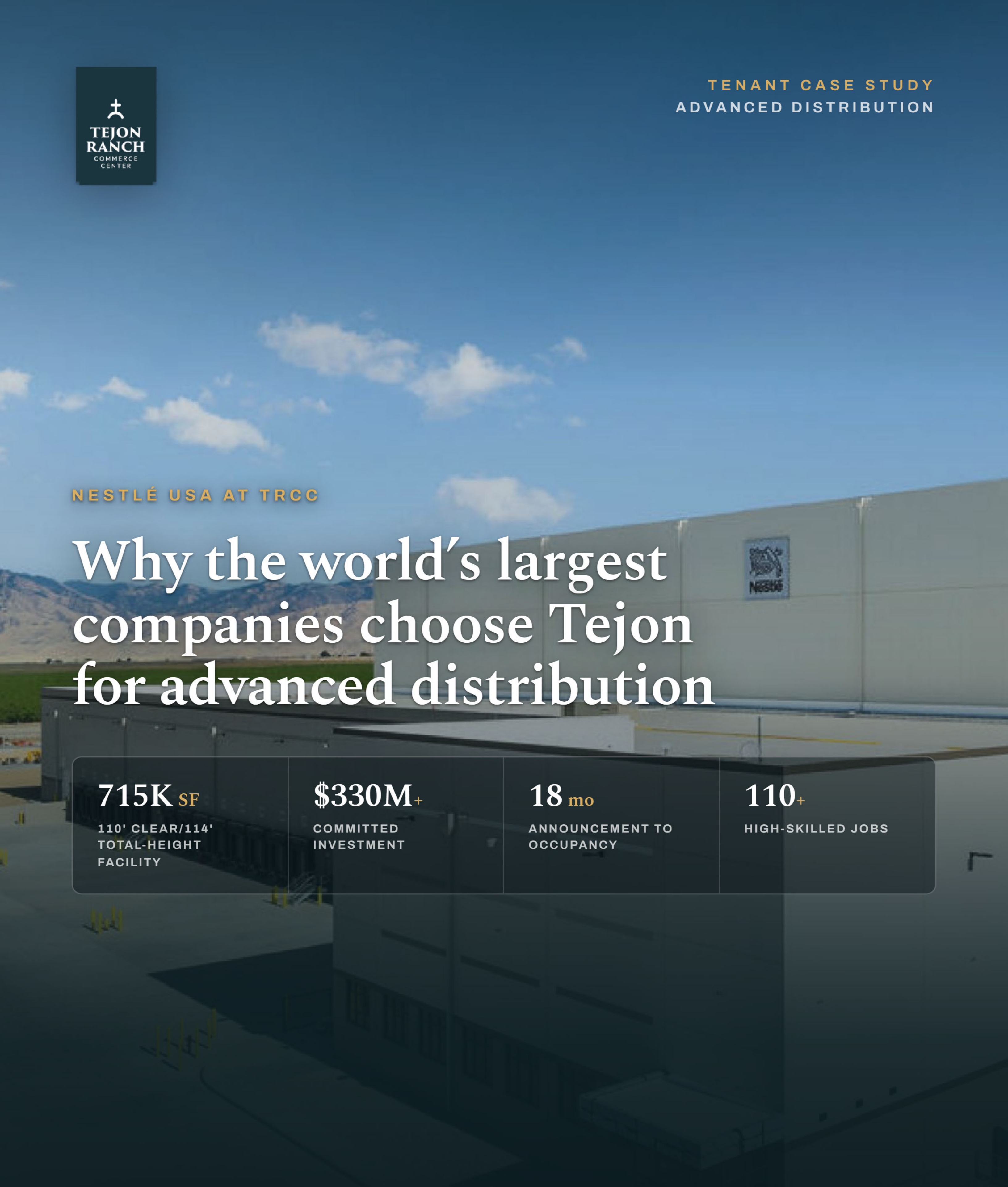
TENANT CASE STUDY
ADVANCED DISTRIBUTION



NESTLÉ USA AT TRCC

Why the world's largest companies choose Tejon for advanced distribution

715K SF	$330M+	18 mo	110+
110' CLEAR/114' TOTAL-HEIGHT FACILITY	COMMITTED INVESTMENT	ANNOUNCEMENT TO OCCUPANCY	HIGH-SKILLED JOBS

Nestlé ran a national search. TRCC won it.

Nestlé selected Tejon Ranch Commerce Center for its largest, most automated distribution center — winning the decision on logistics, labor, and location. Part of the world's largest food and beverage company, Nestlé USA searched across Southern California before landing on TRCC as the home for the most advanced facility in its network.

NESTLÉ USA · TRCC EAST

THE COMPETITIVE SET

Each candidate market was weighed on the criteria that govern a major distribution decision — logistics access, all-in cost, labor, and speed to delivery.

Inland Empire

The incumbent SoCal logistics core — but premium land costs, congestion, and intense labor competition.

Antelope Valley / High Desert

Comparable land pricing, but a weaker labor pool and inferior logistics positioning relative to TRCC.

Other Central Valley

Competitive on land, but without shovel-ready entitled sites, infrastructure build-out, and speed to delivery.

✓ TRCC – SELECTED

The I-5 / Highway 99 convergence at California's geographic center — one hub covers the entire West Coast, drawing on a deep Central Valley labor pool, at a lower all-in cost than any coastal alternative.

WHY TRCC WINS

The four reasons TRCC wins

Location. Labor. Cost. Certainty.

Every major distribution decision traces back to the same fundamentals. TRCC is engineered to win on all of them.

01 Location

California's distribution crossroads

I-5 and Highway 99 meet at California's population and geographic center — putting **54 million consumers within a one-day truck turn** and 2–4 hour port access to Los Angeles, Long Beach, and Oakland.

02 Labor

Deep, stable, lower-cost workforce

The Central Valley labor pool is large, stable, and carries some of the lowest total operating costs in California — already proven by **IKEA, Caterpillar, Dollar General, and L'Oréal**. Low turnover. High-skill ready.

03 Cost

Lower all-in than every alternative

Land, development, and long-run operations all pencil better than the Inland Empire or coastal alternatives. Nestlé committed **$330M+ without seeking a single public incentive**. Advance Kern and FTZ #276 remain available as added upside.

04 Certainty

Entitled, infrastructure in the ground

Flexible entitlements, infrastructure already built, and a streamlined administrative review path. Nestlé went from announcement to occupancy in **roughly 18 months** — TRCC delivers a configured site and closes quickly.

THE DEVELOPMENT ADVANTAGE

Build exactly what you need — fast

Nestlé built its largest and most technologically advanced distribution center here. The facility is proof of what's possible when entitlements, infrastructure, location, and certainty all come together.

- **Flexible entitlements — any use, any size.**
  The east-side Specific Plan places 1,100+ acres under a single General Industrial designation with 15M+ SF of entitled capacity.
- **Height to build vertically.**
  An administrative Kern County determination raised allowable industrial height from 100 to 150 feet — not a multi-year variance fight.
- **Administrative, ministerial-level review.**
  With the Specific Plan adopted and EIR certified, conforming projects clear staff-level site-plan review — no fresh CEQA.
- **Major infrastructure already in place.**
  Robust PG&E power, water with fire-flow well above code, and direct I-5/SR-99 access — built, not promised.
- **A configured site and a fast close.**
  Tejon delivered a configured site and closed quickly, with necessary off-site improvements, roads, and utilities completed ahead of schedule.

~18 months

FROM ANNOUNCEMENT TO OCCUPANCY

Announced January 2024 · completed Q2 2025 · start-up into 2026. Nestlé led design and construction with design-build partner Clayco; JLL represented Tejon Ranch in the 58-acre land sale.

WHAT THIS MEANS FOR YOU

If TRCC works for Nestlé, it works for you

Nearly **7 million SF** is developed and roughly **11 million more** is available — sites from 20,000 to over 2 million SF, all entitled and ready.

THE SAME ADVANTAGES, ON THE TABLE FOR YOU

- **TRCC competes on the merits.** It won across the Inland Empire, High Desert, Antelope Valley, and Central Valley.
- **Incentives are upside.** Advance Kern and FTZ #276 are available here — on top of fundamentals that already win.
- **We deliver — fast.** A configured site, quick close, and infrastructure ahead of schedule.
- **Build exactly what you need.** Flexible entitlements and administrative review — fast.
- **Built for advanced distribution.** Home to the largest ASRS in Nestlé's global network.
- **The location pays.** One hub for the entire West Coast, with a deep, lower-cost labor pool.

TEJON RANCH COMMERCE CENTER · I-5 & HIGHWAY 99

Let's find your site at TRCC

Every site here is entitled and ready. If TRCC works for Nestlé, let's talk about how it works for you.

TEJON RANCH COMPANY

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