



TEJON RANCH  
COMMERCE CENTER

CASE STUDY

ADVANCED MANUFACTURING AT TRCC

# Advanced Manufacturing Wins at TRCC

How Plant Prefab chose Tejon Ranch over eleven competing sites — and built the nation's first automated factory for sustainable housing.

## FACTORY INVESTMENT

**\$30M**

252,500 SF build-to-suit

## AUTOMATION

**\$15M**

Investment in automated equipment

## JOBS CREATED

**440**

At full capacity

## SPEED TO PRODUCTION

**18 Mo.**

Announcement to occupancy



THE SEARCH · THE COMPETITION · THE WIN

## Plant Prefab did not back into Tejon Ranch.

Plant Prefab ran a regional site search across the Western United States for the most advanced factory in its industry — and chose the Tejon Ranch Commerce Center, where it now bases both its factory and its company headquarters. The decision came down to incentives, cost, and certainty proving the case for TRCC over every alternative.

### THE COMPETITION:

#### Reno / Sparks, NV

A leading Western distribution hub with no state income tax — but distant from Plant's core L.A. and Bay Area markets.

#### Phoenix, AZ

A fast-growing, low-cost manufacturing metro — but outside California and a long haul back into the company's primary markets.

#### Inland Empire & LA Basin, CA

The incumbent logistics core — but with premium land cost, congestion, and tight labor competition.



#### **TRCC won — on logistics, labor, incentives, cost, and certainty others couldn't match.**

It sits at the I-5 / Highway 99 junction between Los Angeles and the Bay Area, with two- to four-hour port access — letting Plant serve the entire Western U.S. from one hub, inside California, without Inland Empire or LA Basin land costs.

*"The location, the people and the incentives."*

DEEP BHATTACHARYA · PRESIDENT, PLANT PREFAB — ON WHY THE COMPANY SIGNED AT TRCC

## SPEED TO MARKET

# From site selection to production — on your timeline.

TRCC is built to get users operating fast — with entitled land, a pro-business county, and infrastructure already in place.

### Entitled land, no CEQA delay

TRCC's industrial sites are already entitled — no multi-year environmental approval before breaking ground.

### A pro-business county

A standing development agreement with Kern County streamlines planning and permitting. Plant's process moved smoothly, resolving the few manufacturing-specific items together.

### Announced to producing, fast

Announced late 2021; in production in 2023 — a complete automated factory delivered on a development-grade timeline.

### Built-in infrastructure

Power, water, natural gas, and fiber are available to every site in the park — delivered when you need it by the master developer, with no off-site work on your tab.

ANNOUNCED  
Late 2021



DESIGNED, PERMITTED  
& BUILT  
~18 months



IN PRODUCTION  
2023

## HOW THE DEAL GOT DONE

# We build the solution around you.

Plant Prefab came to us interested in the location but didn't want to be its own developer. So we built the solution around them: we brought in **Scannell Properties**, a national build-to-suit developer, paired them with Plant, and Scannell engaged **Arco National Construction**, a recognized leader in complex industrial buildings, and delivered the 252,500 SF factory to Plant's exact specifications under a build-to-suit lease — so Plant got the factory it needed with none of the real-estate carry.

That's what ~670 acres of flexible entitlements, built-in infrastructure, and 20+ MW of accessible power make possible: match the right developer and structure to whatever your build-to-suit needs are. Tell us what you need, and we'll assemble the team and the deal to deliver it.

# Incentives Are Unrivaled

A stack other locations can't match — here is Plant Prefab's actual package.

## ADVANCE KERN PACKAGE

# \$6.6M

Maximum available award over 30 years, structured as \$15,000 per full-time job — approved by the Kern County Board of Supervisors.

- › **Performance-based.** Rebates are funded from the company's own incremental tax payments — paid only after taxes are paid and hiring benchmarks are met. No upfront subsidy; a "safe bet" for the county.
- › **Proven, repeatable program.** Plant Prefab joins L'Oréal and Amazon as Advance Kern recipients. TRCC's industrial community includes Nestlé, IKEA, Caterpillar, Dollar General, and Famous Footwear.

### Equipment tax relief

Plant cited favorable sales/use-tax treatment on the advanced automation equipment it brought in — a direct offset to the cost of automation.

### Stackable state credits

California Competes credits and the New Employment Credit can layer on top of the county and FTZ benefits.

### Foreign-Trade Zone #276

Every TRCC industrial site is inside FTZ #276, already activated. Import components at finished-goods duty rates, defer duties, or re-export duty-free — no separate application required.

## FTZ #276 — KEY BENEFITS

### Inverted tariff benefit

Pay the lower finished-goods duty rate on imported components, not the higher component rate. Often the single biggest FTZ win.

### Duty deferral & elimination

Defer, reduce, or eliminate U.S. customs duties until goods enter U.S. commerce. Pay nothing on materials re-exported.

### Turnkey — no application

The zone is activated across every industrial TRCC site from day one. IKEA, a TRCC anchor, is among the zone's major users.

## THE TAKEAWAY

The incentive stack is real, performance-based, and layered — county rebate, equipment relief, state credits, and FTZ #276 tariff advantages, all in one location.



## OPERATING — AND GROWING

Plant Prefab has made TRCC its home: the campus anchors both the company's headquarters and its primary production — a company centering itself here, not just running a satellite plant. From this base it ships modules as far as Colorado, with room to extend east, and is growing into multifamily and commercial work, including medical clinics within Kern County.

## WHAT THIS MEANS FOR ADVANCED MANUFACTURERS

- ✓ **TRCC competes on the merits.** Plant ran a Western-U.S. search across Nevada, Arizona, and California metros — and TRCC won on logistics, labor, and incentives.
- ✓ **Advanced manufacturing wins here.** Plant built an automated, ~\$15M-equipped factory at TRCC — and bases its headquarters here, not just a satellite plant.
- ✓ **We build the solution around you.** Come to us with your needs; we assemble the developer, the structure, and the build-to-suit — as we did by pairing Scannell with Plant.
- ✓ **We move fast.** Entitled land, no CEQA delay, a pro-business county, built-in infrastructure, and an experienced Tejon/JLL delivery team get you producing sooner.
- ✓ **The location pays.** I-5 / Hwy-99 junction, the entire Western U.S. from one hub, a skilled Central Valley workforce, and a real, stackable incentive package — Advance Kern, FTZ #276, and California credits.

## LET'S FIND YOUR SITE AT TRCC

# If advanced manufacturing wins for Plant Prefab, let's talk about how it wins for you.

≈ 7M SF

Developed to date

≈ 11M SF

Still available

20k–2M+ SF

Site range

### Derek C. Abbott

Executive Vice President, Real Estate  
Tejon Ranch Company (NYSE: TRC)

[dabbott@tejonranch.com](mailto:dabbott@tejonranch.com) · [tejoncommerce.com](http://tejoncommerce.com)

### EXCLUSIVE LEASING

### Mike McCrary & Mac Hewett

JLL

[mmccrary@jll.com](mailto:mmccrary@jll.com) · [mac.hewett@jll.com](mailto:mac.hewett@jll.com)

