



GOVERNOR'S OFFICE OF BUSINESS  
AND ECONOMIC DEVELOPMENT



**California Competes Tax Credit Program**

**Edmund G. Brown, Jr**  
*Governor*

**Panorea Avdis**  
*Chief Deputy Director*

**Will Koch**  
*Deputy Director, California  
Competes Tax Credit Program*

Governor's Office of Business  
and Economic Development  
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Sacramento, CA 95814  
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(916) 322-4051

**Committee Meeting**

**Tuesday, November 10, 2015**  
**9:30 a.m.**

Sacramento City Hall  
Council Chambers  
915 I Street  
Sacramento, CA 95814

And (via teleconference)  
Fontana City Hall  
Flex Conference Room  
8353 Sierra Avenue  
Fontana, CA 92335

**MEMBERS:**

**Michael E. Rossi**, Chair  
*Senior Advisor to the Governor  
of California,  
Delegate of the Director,  
Governor's Office of Business  
and Economic Development*

**John Chiang**  
*State Treasurer*

**Michael Cohen**, Director  
*Department of Finance*

**Denise Zapata**, Appointee of  
*the Senate Committee on Rules*

**Madeline Janis**, Appointee of  
*the Speaker of the Assembly*

**AGENDA**

**OPEN SESSION**

- A. Call to Order and Roll Call**
- B. Approval of Minutes from June 18, 2015, Committee Meeting**
- C. Deputy Director's Report**
- D. Discussion and Approval of California Competes Tax Credit Agreements with Businesses other than Small Businesses**

<b>Total Recommended Tax Credits:</b>	<b>\$31,324,000</b>
<b>Total Recommended Tax Credits after Adjusting for S-Corporation Law<sup>1</sup>:</b>	<b>\$33,382,333</b>

<sup>1</sup> One-third of the California Competes Tax Credit may be utilized by an S-Corporation to offset the tax on net income at the S-Corporation level (R&TC §23803(a)(1)). The remaining two-thirds is disregarded and may not be used as a carryover for the S-Corporation (R&TC §23803(a)(2)(A)). However, the full amount of the California Competes Tax Credit is also passed through to the S-Corporation's shareholders (R&TC §23803(a)(2)(F)).



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1. NerdWallet, Inc.  
Industry: Online Personal Financial Services  
Primary Location(s): San Francisco  
Net Increase of Full-time Employees: 792  
Investment: \$18,348,000  
Amount of Tax Credit: \$3,250,000  
Link to Tax Credit Agreement: <http://bit.ly/NerdWalletInc>
  
2. Credit Karma, Inc.  
Industry: Online Personal Financial Services  
Primary Location(s): San Francisco  
Net Increase of Full-time Employees: 795  
Investment: \$27,736,002  
Amount of Tax Credit: \$2,800,000  
Link to Tax Credit Agreement: <http://bit.ly/CreditKarmaInc>
  
3. Stripe, Inc.  
Industry: Online Payment Processing  
Primary Location(s): San Francisco  
Net Increase of Full-time Employees: 1,031  
Investment: \$37,530,000  
Amount of Tax Credit: \$2,500,000  
Link to Tax Credit Agreement: <http://bit.ly/StripeInc>
  
4. Orbital ATK, Inc.  
Industry: Aerospace Component Manufacturing  
Primary Location(s): Northridge  
Net Increase of Full-time Employees: 90  
Investment: \$16,275,154  
Amount of Tax Credit: \$2,100,000  
Link to Tax Credit Agreement: <http://bit.ly/OrbitalATK>
  
5. CHC Consulting, LLC  
Industry: Engineering and Telecommunications Consulting Services  
Primary Location(s): Orange, Carlsbad, and San Diego  
Net Increase of Full-time Employees: 211  
Investment: \$740,000  
Amount of Tax Credit: \$2,000,000  
Link to Tax Credit Agreement: <http://bit.ly/CHCConsulting>



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6. International Business Machines Corporation  
Industry: Information Technology Services  
Primary Location(s): San Francisco  
Net Increase of Full-time Employees: 84  
Investment: \$89,906,667  
Amount of Tax Credit: \$1,500,000  
Link to Tax Credit Agreement: <http://bit.ly/IBMCorp>
  
7. Cerner Corporation  
Industry: Healthcare Information Technology and Revenue Management  
Primary Location(s): Carlsbad, Garden Grove, and Culver City  
Net Increase of Full-time Employees: 108  
Investment: \$3,900,000  
Amount of Tax Credit: \$1,500,000  
Link to Tax Credit Agreement: <http://bit.ly/CernerCorporation>
  
8. Ambry Genetics Corporation  
Industry: Medical Laboratories  
Primary Location(s): Alisa Viejo  
Net Increase of Full-time Employees: 268  
Investment: \$40,500,000  
Amount of Tax Credit: \$1,150,000  
Link to Tax Credit Agreement: <http://bit.ly/AmbryGeneticsCorporation>
  
9. BrightSign, LLC  
Industry: Digital Signage Development  
Primary Location(s): Los Gatos and Santa Clara  
Net Increase of Full-time Employees: 63  
Investment: \$3,784,273  
Amount of Tax Credit: \$1,000,000  
Link to Tax Credit Agreement: <http://bit.ly/BrightSignLLC>
  
10. TriWest Healthcare Alliance Corp.  
Industry: Healthcare Administration  
Primary Location(s): Rancho Cordova and San Diego  
Net Increase of Full-time Employees: 488  
Investment: \$2,684,770  
Amount of Tax Credit: \$1,000,000  
Link to Tax Credit Agreement: <http://bit.ly/TriWest>



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11. James R. Glidewell, Dental Ceramics, Inc.  
Industry: Dental Restoration Product Manufacturing  
Primary Location(s): Irvine  
Net Increase of Full-time Employees: 117  
Investment: \$19,510,000  
Amount of Tax Credit: \$1,000,000  
Link to Tax Credit Agreement: <http://bit.ly/JamesGlidewell>
  
12. Wehah Farm, Inc.  
Industry: Food Processing  
Primary Location(s): Richvale  
Net Increase of Full-time Employees: 67  
Investment: \$41,153,400  
Amount of Tax Credit: \$1,000,000  
Link to Tax Credit Agreement: <http://bit.ly/WehahFarm>
  
13. rPlanet Earth Los Angeles, LLC  
Industry: Recycled Packaging Products Manufacturing  
Primary Location(s): Vernon  
Net Increase of Full-time Employees: 122  
Investment: \$74,000,000  
Amount of Tax Credit: \$875,000  
Link to Tax Credit Agreement: <http://bit.ly/rPlanetEarth>
  
14. The Sherwin-Williams Company  
Industry: Paint and Coating Manufacturing and Distribution  
Primary Location(s): Victorville, Moreno Valley, San Diego and Ontario  
Net Increase of Full-time Employees: 71  
Investment: \$8,495,980  
Amount of Tax Credit: \$750,000  
Link to Tax Credit Agreement: <http://bit.ly/SherwinWilliamsCompany>
  
15. Aetna Health of California, Inc.  
Industry: Health, Medical, and Life Insurance  
Primary Location(s): Fresno  
Net Increase of Full-time Employees: 225  
Investment: \$29,131,888  
Amount of Tax Credit: \$700,000  
Link to Tax Credit Agreement: <http://bit.ly/AetnaHealth>



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16. Taylor-Listug, Inc.  
Industry: Acoustic and Electric Guitar Manufacturing  
Primary Location(s): El Cajon  
Net Increase of Full-time Employees: 25  
Investment: \$2,500,000  
Amount of Tax Credit: \$500,000  
Link to Tax Credit Agreement: <http://bit.ly/TaylorListug>
17. EnCorr Sheets, LLC  
Industry: Corrugated and Solid Fiber Box Manufacturing  
Primary Location(s): Ontario  
Net Increase of Full-time Employees: 54  
Investment: \$32,000,000  
Amount of Tax Credit: \$500,000  
Link to Tax Credit Agreement: <http://bit.ly/EnCorrSheets>
18. Boom! Payments, Inc.  
Industry: Electronic Payment Services  
Primary Location(s): El Segundo  
Net Increase of Full-time Employees: 41  
Investment: \$0  
Amount of Tax Credit: \$500,000  
Link to Tax Credit Agreement: <http://bit.ly/BoomPayments>
19. Finelite, Inc.  
Industry: Electric Light Fixture Manufacturing  
Primary Location(s): Union City and Livermore  
Net Increase of Full-time Employees: 51  
Investment: \$9,364,011  
Amount of Tax Credit: \$416,000  
Link to Tax Credit Agreement: <http://bit.ly/Finelite>
20. Quality Systems, Inc.  
Industry: Custom Computer Programming Services  
Primary Location(s): Irvine and Costa Mesa  
Net Increase of Full-time Employees: 385  
Investment: \$3,230,000  
Amount of Tax Credit: \$400,000  
Link to Tax Credit Agreement: <http://bit.ly/QualitySystemsInc>



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21. Meissner Filtration Products, Inc.  
Industry: Pharmaceutical Filter and Container Manufacturing  
Primary Location(s): Camarillo  
Net Increase of Full-time Employees: 106  
Investment: \$14,000,000  
Amount of Tax Credit: \$375,000  
Link to Tax Credit Agreement: <http://bit.ly/MeissnerFiltration>
22. MX Holdings US, Inc.  
Industry: Fire Protection and Life Safety System Design, Manufacturing, and Installation  
Primary Location(s): Irvine, Brea, Fresno, and Santa Fe Springs  
Net Increase of Full-time Employees: 51  
Investment: \$13,375,000  
Amount of Tax Credit: \$340,000  
Link to Tax Credit Agreement: <http://bit.ly/MXHoldings>
23. J. Harris Industrial Water Treatment, Inc.  
Industry: Water Treatment Services  
Primary Location(s): San Jose and Oxnard  
Net Increase of Full-time Employees: 23  
Investment: \$8,875,940  
Amount of Tax Credit: \$300,000  
Link to Tax Credit Agreement: <http://bit.ly/JHarrisIndustrial>
24. DMF, Inc.  
Industry: Custom Lighting Fixtures Manufacturing  
Primary Location(s): Carson  
Net Increase of Full-time Employees: 46  
Investment: \$1,107,210  
Amount of Tax Credit: \$275,000  
Link to Tax Credit Agreement: <http://bit.ly/DMFInc>
25. New Leaf Biofuel, LLC  
Industry: Biodiesel Production  
Primary Location(s): San Diego  
Net Increase of Full-time Employees: 10  
Investment: \$5,250,000  
Amount of Tax Credit: \$275,000  
Link to Tax Credit Agreement: <http://bit.ly/NewLeafBiofuel>



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26. Pharmatek Laboratories, Inc.  
Industry: Pharmaceutical Manufacturing and Testing  
Primary Location(s): San Diego  
Net Increase of Full-time Employees: 97  
Investment: \$1,332,900  
Amount of Tax Credit: \$265,000  
Link to Tax Credit Agreement: <http://bit.ly/Pharmatek>
27. Bakersfield Specialists Surgical Center, LLC  
Industry: Ambulatory Surgical and Emergency Centers  
Primary Location(s): Bakersfield  
Net Increase of Full-time Employees: 13  
Investment: \$4,400,000  
Amount of Tax Credit: \$250,000  
Link to Tax Credit Agreement: <http://bit.ly/BakersfieldSpecialists>
28. Connectivity, Inc.  
Industry: Online Marketing and Advertising  
Primary Location(s): Burbank  
Net Increase of Full-time Employees: 130  
Investment: \$4,400,000  
Amount of Tax Credit: \$250,000  
Link to Tax Credit Agreement: <http://bit.ly/ConnectivityInc>
29. Westhaven, Inc.  
Industry: Solar Power Installation  
Primary Location(s): Yuba City and San Diego  
Net Increase of Full-time Employees: 80  
Investment: \$1,663,000  
Amount of Tax Credit: \$250,000  
Link to Tax Credit Agreement: <http://bit.ly/Westhaven>
30. Betts Company  
Industry: Industrial Spring Manufacturer  
Primary Location(s): Fresno  
Net Increase of Full-time Employees: 53  
Investment: \$7,030,000  
Amount of Tax Credit: \$240,000  
Link to Tax Credit Agreement: <http://bit.ly/BettsCompany>



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31. Bland A/C & Heating, Inc.  
Industry: Heating, Air Conditioning, and Solar Installation and Repair Services  
Primary Location(s): Bakersfield, Ventura, and Redding  
Net Increase of Full-time Employees: 20  
Investment: \$327,020  
Amount of Tax Credit: \$200,000  
Link to Tax Credit Agreement: <http://bit.ly/BlandACHeating>
32. Morrill Industries, Inc.  
Industry: Metal Parts Manufacturing  
Primary Location(s): Escalon  
Net Increase of Full-time Employees: 10  
Investment: \$1,990,000  
Amount of Tax Credit: \$200,000  
Link to Tax Credit Agreement: <http://bit.ly/MorrillIndustries>
33. Blazer and Flip Flops, Inc. dba The Experience Engine, Inc.  
Industry: Custom Computer Programming Services  
Primary Location(s): San Diego  
Net Increase of Full-time Employees: 43  
Investment: \$710,500  
Amount of Tax Credit: \$200,000  
Link to Tax Credit Agreement: <http://bit.ly/BlazerandFlipFlops>
34. American Integrated Services, Inc.  
Industry: Environmental Remediation Services  
Primary Location(s): Wilmington  
Net Increase of Full-time Employees: 34  
Investment: \$9,500,000  
Amount of Tax Credit: \$195,000  
Link to Tax Credit Agreement: <http://bit.ly/AmericanIntegratedServices>
35. Baltimore Aircoil Company, Inc.  
Industry: Industrial Cooling System Manufacturing  
Primary Location(s): Madera  
Net Increase of Full-time Employees: 46  
Investment: \$8,513,000  
Amount of Tax Credit: \$190,000  
Link to Tax Credit Agreement: <http://bit.ly/BaltimoreAircoil>



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36. Balfour Beatty Construction, LLC  
Industry: Commercial and Institutional Building Construction  
Primary Location(s): Oakland, Los Angeles, and San Diego  
Net Increase of Full-time Employees: 50  
Investment: \$3,439,200  
Amount of Tax Credit: \$180,000  
Link to Tax Credit Agreement: <http://bit.ly/BalfourBeattyConstruction>
37. Outback, Inc.  
Industry: Construction Material Supplier  
Primary Location(s): Fresno  
Net Increase of Full-time Employees: 49  
Investment: \$3,500,000  
Amount of Tax Credit: \$170,000  
Link to Tax Credit Agreement: <http://bit.ly/OutbackInc>
38. Grid Subject Matter Experts, LLC  
Industry: Electrical Consulting Services  
Primary Location(s): Folsom  
Net Increase of Full-time Employees: 12  
Investment: \$25,000  
Amount of Tax Credit: \$150,000  
Link to Tax Credit Agreement: <http://bit.ly/GridSubjectMatterExperts>
39. Farwest Steel Corporation  
Industry: Steel and Aluminum Product Manufacturing  
Primary Location(s): Stockton  
Net Increase of Full-time Employees: 10  
Investment: \$3,146,000  
Amount of Tax Credit: \$150,000  
Link to Tax Credit Agreement: <http://bit.ly/FarwestSteelCorporation>
40. Raveon Technologies Corporation  
Industry: Communications Equipment Manufacturing  
Primary Location(s): Vista  
Net Increase of Full-time Employees: 26  
Investment: \$825,000  
Amount of Tax Credit: \$150,000  
Link to Tax Credit Agreement: <http://bit.ly/RaveonTechnologies>



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41. CRM CO., LLC  
Industry: Recycled Rubber Product Manufacturing  
Primary Location(s): Stockton  
Net Increase of Full-time Employees: 9  
Investment: \$3,000,000  
Amount of Tax Credit: \$120,000  
Link to Tax Credit Agreement: <http://bit.ly/CRMCo>
42. Electronic Waveform Lab, Inc.  
Industry: Electronic Muscle Stimulation Device Manufacturing and Sales  
Primary Location(s): Huntington Beach  
Net Increase of Full-time Employees: 8  
Investment: \$0  
Amount of Tax Credit: \$120,000  
Link to Tax Credit Agreement: <http://bit.ly/ElectronicWaveform>
43. Additel Corporation  
Industry: Calibration Tool Manufacturing  
Primary Location(s): Yorba Linda  
Net Increase of Full-time Employees: 8  
Investment: \$690,000  
Amount of Tax Credit: \$100,000  
Link to Tax Credit Agreement: <http://bit.ly/AdditelCorporation>
44. VT Pro Design, Inc.  
Industry: Video and Lighting Production Services  
Primary Location(s): Los Angeles  
Net Increase of Full-time Employees: 30  
Investment: \$2,446,500  
Amount of Tax Credit: \$100,000  
Link to Tax Credit Agreement: <http://bit.ly/VTProDesign>
45. APEX Investigative Services, Inc.  
Industry: Investigation Services  
Primary Location(s): Sacramento  
Net Increase of Full-time Employees: 69  
Investment: \$285,200  
Amount of Tax Credit: \$90,000  
Link to Tax Credit Agreement: <http://bit.ly/APEXInvestigativeServices>



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46. BCT Consulting, Inc.  
Industry: Information Technology Services  
Primary Location(s): Fresno  
Net Increase of Full-time Employees: 17  
Investment: \$2,436,000  
Amount of Tax Credit: \$85,000  
Link to Tax Credit Agreement: <http://bit.ly/BCTConsulting>
47. Sani-Tech West, Inc.  
Industry: Custom Plastic and Stainless Steel Manufacturing  
Primary Location(s): Camarillo  
Net Increase of Full-time Employees: 28  
Investment: \$1,175,000  
Amount of Tax Credit: \$85,000  
Link to Tax Credit Agreement: <http://bit.ly/Sani-Tech>
48. Allied Propane Service, Inc.  
Industry: Propane Distribution  
Primary Location(s): Napa, Richmond, and Dixon  
Net Increase of Full-time Employees: 13  
Investment: \$2,314,000  
Amount of Tax Credit: \$85,000  
Link to Tax Credit Agreement: <http://bit.ly/AlliedPropane>
49. Thomas Gast dba Thomas Gast & Associates Environmental Consultants  
Industry: Environmental Consulting Services  
Primary Location(s): Arcata  
Net Increase of Full-time Employees: 5  
Investment: \$130,000  
Amount of Tax Credit: \$80,000  
Link to Tax Credit Agreement: <http://bit.ly/ThomasGast>
50. Valley Communications, Inc.  
Industry: Information Technology Services  
Primary Location(s): Sacramento  
Net Increase of Full-time Employees: 31  
Investment: \$310,000  
Amount of Tax Credit: \$65,000  
Link to Tax Credit Agreement: <http://bit.ly/ValleyCommunications>



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51. Kenshoo, Inc.  
Industry: Online Marketing and Advertising  
Primary Location(s): San Francisco  
Net Increase of Full-time Employees: 40  
Investment: \$0  
Amount of Tax Credit: \$50,000  
Link to Tax Credit Agreement: <http://bit.ly/KenshooInc>
52. Goodman Food Products, Inc.  
Industry: Frozen Food Production  
Primary Location(s): Inglewood and Los Angeles  
Net Increase of Full-time Employees: 13  
Investment: \$975,000  
Amount of Tax Credit: \$50,000  
Link to Tax Credit Agreement: <http://bit.ly/GoodmanFood>
53. West Fork Construction, Inc.  
Industry: Commercial Building Construction  
Primary Location(s): Sacramento  
Net Increase of Full-time Employees: 17  
Investment: \$382,000  
Amount of Tax Credit: \$50,000  
Link to Tax Credit Agreement: <http://bit.ly/WestFork>
54. Knee Deep Brewing Company, LLC  
Industry: Craft Brewery  
Primary Location(s): Auburn  
Net Increase of Full-time Employees: 27  
Investment: \$1,880,000  
Amount of Tax Credit: \$50,000  
Link to Tax Credit Agreement: <http://bit.ly/KneeDeepBrewing>
55. Swanson Hulling, Inc.  
Industry: Food Processing  
Primary Location(s): Turlock  
Net Increase of Full-time Employees: 2  
Investment: \$2,094,897  
Amount of Tax Credit: \$48,000  
Link to Tax Credit Agreement: <http://bit.ly/SwansonHulling>



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- 56. DAC Service, Inc.  
 Industry: Sheet Metal Installation and Construction Services  
 Primary Location(s): Fresno  
 Net Increase of Full-time Employees: 16  
 Investment: \$305,000  
 Amount of Tax Credit: \$35,000  
 Link to Tax Credit Agreement: <http://bit.ly/DACService>
  
- 57. Cal-Delta Plumbing, Inc.  
 Industry: Plumbing, Heating, and Air-Conditioning Services  
 Primary Location(s): Sacramento  
 Net Increase of Full-time Employees: 12  
 Investment: \$297,500  
 Amount of Tax Credit: \$25,000  
 Link to Tax Credit Agreement: <http://bit.ly/CalDeltaPlumbing>
  
- 58. The Garabedian Group, Inc.  
 Industry: Accounting Services  
 Primary Location(s): Fresno  
 Net Increase of Full-time Employees: 3  
 Investment: \$528,560  
 Amount of Tax Credit: \$20,000  
 Link to Tax Credit Agreement: <http://bit.ly/TheGarabedianGroup>
  
- 59. Sandwich Video, Inc.  
 Industry: Online Commercial Production  
 Primary Location(s): Los Angeles  
 Net Increase of Full-time Employees: 4  
 Investment: \$100,000  
 Amount of Tax Credit: \$20,000  
 Link to Tax Credit Agreement: <http://bit.ly/SandwichVideo>

**E. Discussion and Approval of California Competes Tax Credit Agreements with Small Businesses**

**Total Recommended Tax Credits: \$8,519,500**  
**Total Recommended Tax Credits after Adjusting for S-Corporation Law<sup>2</sup>: \$10,336,000**

<sup>2</sup> One-third of the California Competes Tax Credit may be utilized by an S-Corporation to offset the tax on net income at the S-Corporation level (R&TC §23803(a)(1)). The remaining two-thirds is disregarded and may not be used as a carryover for the S-Corporation (R&TC §23803(a)(2)(A)). However, the full amount of the California Competes Tax Credit is also passed through to the S-Corporation's shareholders (R&TC §23803(a)(2)(F)).



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1. Pacific Steel Group  
Industry: Steel Reinforcing Contractors  
Primary Location(s): Fairfield, San Diego, and Los Angeles  
Net Increase of Full-time Employees: 249  
Investment: \$900,000  
Amount of Tax Credit: \$4,000,000  
Link to Tax Credit Agreement: <http://bit.ly/PacificSteelGroup>
  
2. Caylym Technologies International, LLC  
Industry: Fire Suppression and Flood Containment Product Manufacturing  
Primary Location(s): Fresno  
Net Increase of Full-time Employees: 53  
Investment: \$3,457,500  
Amount of Tax Credit: \$1,500,000  
Link to Tax Credit Agreement: <http://bit.ly/CaylymTechnologies>
  
3. Faster Faster, Inc.  
Industry: Electric Motorcycle Manufacturing  
Primary Location(s): Brisbane  
Net Increase of Full-time Employees: 178  
Investment: \$18,250,000  
Amount of Tax Credit: \$500,000  
Link to Tax Credit Agreement: <http://bit.ly/FasterFasterInc>
  
4. Carter & Co. Communications, Inc.  
Industry: Public Relations  
Primary Location(s): Fresno  
Net Increase of Full-time Employees: 30  
Investment: \$480,000  
Amount of Tax Credit: \$250,000  
Link to Tax Credit Agreement: <http://bit.ly/CarterandCo>
  
5. Katie May, LLC  
Industry: Wedding Gown Design and Manufacturing  
Primary Location(s): Los Angeles  
Net Increase of Full-time Employees: 26  
Investment: \$700,000  
Amount of Tax Credit: \$250,000  
Link to Tax Credit Agreement: <http://bit.ly/KatieMayLLC>



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6. Option One Corporation  
Industry: Solar Power Installation  
Primary Location(s): Apple Valley  
Net Increase of Full-time Employees: 24  
Investment: \$450,000  
Amount of Tax Credit: \$250,000  
Link to Tax Credit Agreement: <http://bit.ly/OptionOne>
  
7. Door Pros, Inc.  
Industry: Garage Door Repair and Installation  
Primary Location(s): Gold River and San Rafael  
Net Increase of Full-time Employees: 27  
Investment: \$113,275  
Amount of Tax Credit: \$200,000  
Link to Tax Credit Agreement: <http://bit.ly/DoorPros>
  
8. Mikhail Ogawa Engineering Inc.  
Industry: Civil and Environmental Engineering  
Primary Location(s): San Diego, Ontario, and Del Mar  
Net Increase of Full-time Employees: 16  
Investment: \$315,050  
Amount of Tax Credit: \$160,000  
Link to Tax Credit Agreement: <http://bit.ly/MikhailOgawa>
  
9. Three29 Media, LLC  
Industry: Custom Computer Programming Services  
Primary Location(s): Sacramento  
Net Increase of Full-time Employees: 15  
Investment: \$640,000  
Amount of Tax Credit: \$150,000  
Link to Tax Credit Agreement: <http://bit.ly/Three29Media>
  
10. Advanced Metal Works, Inc.  
Industry: Sheet Metal Manufacturing  
Primary Location(s): Fresno  
Net Increase of Full-time Employees: 7  
Investment: \$328,363  
Amount of Tax Credit: \$120,000  
Link to Tax Credit Agreement: <http://bit.ly/AdvancedMetalWorks>



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11. Media3Sixty, LLC  
Industry: Video Production  
Primary Location(s): Sacramento  
Net Increase of Full-time Employees: 5  
Investment: \$40,900  
Amount of Tax Credit: \$110,000  
Link to Tax Credit Agreement: <http://bit.ly/Media3Sixty>
  
12. Advantage Route Systems, Inc.  
Industry: Software Development  
Primary Location(s): Turlock  
Net Increase of Full-time Employees: 13  
Investment: \$38,925  
Amount of Tax Credit: \$100,000  
Link to Tax Credit Agreement: <http://bit.ly/AdvantageRouteSystems>
  
13. K Tech Telecommunications, Inc.  
Industry: Broadcasting and Wireless Communications Equipment Manufacturing  
Primary Location(s): Valencia  
Net Increase of Full-time Employees: 4  
Investment: \$720,000  
Amount of Tax Credit: \$100,000  
Link to Tax Credit Agreement: <http://bit.ly/KTechTelecommunications>
  
14. Sorenson Business Consulting, Inc.  
Industry: Accounting Services  
Primary Location(s): Thousand Oaks  
Net Increase of Full-time Employees: 6  
Investment: \$2,051,500  
Amount of Tax Credit: \$100,000  
Link to Tax Credit Agreement: <http://bit.ly/SorensonBusinessConsulting>
  
15. Windsong Productions, LLC  
Industry: Motion Picture and Video Production  
Primary Location(s): Fresno  
Net Increase of Full-time Employees: 4  
Investment: \$1,110,000  
Amount of Tax Credit: \$100,000  
Link to Tax Credit Agreement: <http://bit.ly/WindsongProductions>



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16. Riskalyze, Inc.  
Industry: Software Developer  
Primary Location(s): Auburn  
Net Increase of Full-time Employees: 60  
Investment: \$100,000  
Amount of Tax Credit: \$85,000  
Link to Tax Credit Agreement: <http://bit.ly/RiskalyzeInc>
  
17. Sean T. Boyd & Associates P.C.  
Industry: Accounting Services  
Primary Location(s): Folsom  
Net Increase of Full-time Employees: 3  
Investment: \$22,500  
Amount of Tax Credit: \$75,000  
Link to Tax Credit Agreement: <http://bit.ly/BoydandAssociates>
  
18. Western Combustion Engineering, Inc.  
Industry: Industrial Furnace and Oven Manufacturing and Repair  
Primary Location(s): Carson  
Net Increase of Full-time Employees: 4  
Investment: \$36,000  
Amount of Tax Credit: \$60,000  
Link to Tax Credit Agreement: <http://bit.ly/WesternCombustion>
  
19. Alpha & Omega Computer & Network Services, Inc.  
Industry: Information Technology Services  
Primary Location(s): Huntington Beach  
Net Increase of Full-time Employees: 14  
Investment: \$180,200  
Amount of Tax Credit: \$55,000  
Link to Tax Credit Agreement: <http://bit.ly/AlphaandOmegaComputer>
  
20. Camilleri & Sunseri Ventures, Inc.  
Industry: Garage Door Installation  
Primary Location(s): San Diego  
Net Increase of Full-time Employees: 5  
Investment: \$23,025  
Amount of Tax Credit: \$50,000  
Link to Tax Credit Agreement: <http://bit.ly/CamilleriandSunseri>



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21. Superior Computer Products, LLC  
Industry: Computer and Printer Distribution  
Primary Location(s): Simi Valley  
Net Increase of Full-time Employees: 19  
Investment: \$13,500  
Amount of Tax Credit: \$50,000  
Link to Tax Credit Agreement: <http://bit.ly/SuperiorComputerProducts>
22. Peterberg Construction, Inc.  
Industry: Construction Services  
Primary Location(s): Los Angeles  
Net Increase of Full-time Employees: 20  
Investment: \$375,000  
Amount of Tax Credit: \$40,000  
Link to Tax Credit Agreement: <http://bit.ly/PeterbergConstruction>
23. Sage Apartment Communities, Inc.  
Industry: Real Estate Property Management  
Primary Location(s): Irvine  
Net Increase of Full-time Employees: 11  
Investment: \$34,940  
Amount of Tax Credit: \$39,500  
Link to Tax Credit Agreement: <http://bit.ly/SageApartmentCommunities>
24. BNI Central Valley, LLC  
Industry: Business Networking  
Primary Location(s): Sacramento  
Net Increase of Full-time Employees: 3  
Investment: \$48,000  
Amount of Tax Credit: \$35,000  
Link to Tax Credit Agreement: <http://bit.ly/BNICentralValley>
25. California Pacific Specialty Woods, LLC  
Industry: Lumber Harvesting  
Primary Location(s): Red Bluff  
Net Increase of Full-time Employees: 3  
Investment: \$310,000  
Amount of Tax Credit: \$30,000  
Link to Tax Credit Agreement: <http://bit.ly/CaliforniaPacific>



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26. Trader Boys, Inc.  
Industry: Furniture Sales  
Primary Location(s): Los Angeles  
Net Increase of Full-time Employees: 6  
Investment: \$1,455,000  
Amount of Tax Credit: \$30,000  
Link to Tax Credit Agreement: <http://bit.ly/TraderBoys>
27. Clear View Windows, Inc.  
Industry: Window and Door Installation  
Primary Location(s): Ceres  
Net Increase of Full-time Employees: 4  
Investment: \$118,900  
Amount of Tax Credit: \$20,000  
Link to Tax Credit Agreement: <http://bit.ly/ClearViewWindows>
28. Halle, Porter, Newland, and Rickett, LLP  
Industry: Accounting Services  
Primary Location(s): Bakersfield  
Net Increase of Full-time Employees: 3  
Investment: \$180,000  
Amount of Tax Credit: \$20,000  
Link to Tax Credit Agreement: <http://bit.ly/HallePorterNewlandRickett>
29. Outback Solutions, LLC  
Industry: Web Design and Marketing  
Primary Location(s): Sacramento  
Net Increase of Full-time Employees: 1  
Investment: \$144,000  
Amount of Tax Credit: \$20,000  
Link to Tax Credit Agreement: <http://bit.ly/OutbackSolutions>
30. Thomas Potigian, D.C.  
Industry: Chiropractic Services  
Primary Location(s): Fresno  
Net Increase of Full-time Employees: 2  
Investment: \$7,000  
Amount of Tax Credit: \$20,000  
Link to Tax Credit Agreement: <http://bit.ly/ThomasPotigian>



**F. Discussion and Approval of Recommendations for California Competes Tax Credit Agreement Termination and Credit Recapture**

<b>Total Tax Credits Recommended to be Recaptured:</b>	<b>\$840,000</b>
<b>Total Tax Credits Recommended to be Recaptured after Adjusting for S-Corporation Law<sup>3</sup>:</b>	<b>\$870,000</b>

1. Lynda.com, Inc.

Industry: Online Educational Services

Primary Location(s): Carpinteria, Calabasas, San Francisco

Amount of Tax Credit Awarded: \$750,000

Amount of Tax Credit to be Recaptured: \$750,000

Link to Tax Credit Agreement to be Terminated: <http://bit.ly/lyndacominc>

Reason for Agreement Termination and Credit Recapture:

Subsequent to approval of Lynda.com, Inc.'s California Competes Tax Credit agreement, it was acquired by LinkedIn Corporation, and due to the acquisition, Lynda.com, Inc. has requested the termination of its agreement to allow the credit to be made available to other California businesses.

2. Health One Pharmaceutical, Inc.

Industry: Health Supplement Manufacturing

Primary Location(s): City of Industry

Amount of Tax Credit Awarded: \$50,000

Amount of Tax Credit to be Recaptured: \$50,000

Link to Tax Credit Agreement to be Terminated: <http://bit.ly/1uN1hch>

Reason for Agreement Termination and Credit Recapture:

Health One Pharmaceutical, Inc. has indicated that it will not be carrying out its business as contemplated in its approved California Competes Tax Credit agreement and has requested the termination of its agreement to allow the credit to be made available to other California businesses.

3. Animal Memorial Service, Inc.

Industry: Pet Cremation Services

Primary Location(s): Gilroy

<sup>3</sup> One-third of the California Competes Tax Credit may be utilized by an S-Corporation to offset the tax on net income at the S-Corporation level (R&TC §23803(a)(1)). The remaining two-thirds is disregarded and may not be used as a carryover for the S-Corporation (R&TC §23803(a)(2)(A)). However, the full amount of the California Competes Tax Credit is also passed through to the S-Corporation's shareholders (R&TC §23803(a)(2)(F)).



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Amount of Tax Credit Awarded: \$40,000  
Amount of Tax Credit to be Recaptured: \$40,000  
Link to Tax Credit Agreement to be Terminated: <http://bit.ly/1pxmdBI>  
Reason for Agreement Termination and Credit Recapture:

The owner of Animal Memorial Service, Inc. has indicated that he is focusing his attention on other business ventures and has requested the termination of the agreement to allow the credit to be made available to other California businesses.

**G. Public Comment**

**H. Adjournment**

The numerical order of items on this agenda is for convenience of reference. Items may be taken out of order upon the request of the California Competes Tax Credit Committee Chair or Committee Members. This notice and agenda can be obtained at: [www.business.ca.gov/CalCompetes.aspx](http://www.business.ca.gov/CalCompetes.aspx). For additional information regarding this notice and agenda, please contact Scott Dosick, Research Program Specialist, at 916-322-0676 or [scott.dosick@gov.ca.gov](mailto:scott.dosick@gov.ca.gov). The Governor's Office of Business and Economic Development complies with the Americans with Disabilities Act by ensuring that the facilities are accessible to persons with disabilities, and by providing this notice and agenda and related information in alternative formats when requested. If you need further assistance, including disability-related modifications or accommodations, you may contact Scott Dosick no later than five calendar days before the meeting.