

CITY OF PALMDALE

PILOTING
OPPORTUNITY



JUST BEYOND THE SAN GABRIEL MOUNTAINS LIES PALMDALE — A COMMUNITY WITH BIG-CITY BUSINESS AND SMALL-TOWN VALUES.

Known for its vibrant aerospace, manufacturing, and retail sectors, Palmdale's atmosphere of innovation creates a better life for the City's 150,000-plus population. In the past 10 years, Palmdale has expanded its academic institutions to prepare a growing workforce, introduced new treatment facilities and programs at its world-class medical centers, and implemented initiatives to nurture an efficient, safe, and green environment for its residents.

Palmdale is well-positioned to pilot new opportunities for your business and your family. Reach greater altitudes and join us in the cockpit.

PILOTING PROGRESS



It was here that the U.S. Army Air Forces trained to fly the B-25 Mitchell, one of the most popular aircraft used in World War II. It was on our roads that hundreds of workers traveled to assemble and test NASA's space shuttle. And it was in Palmdale's clear skies that the B-2 stealth bomber took its inaugural flight in 1989.

Palmdale's aerospace industry continues to progress and produce innovations that color America's rich aviation history. With a reputation like that, it's no wonder why thousands of eager workers flock to Palmdale to take advantage of the City's opportunities for prosperity. The advancement of science, technology, engineering, and math (STEM) curriculum has introduced a new subset of employment prospects, on top of a locale that caters to young families.

While several aerospace companies already call Palmdale home, the City is primed to welcome more. Our wide-open spaces, desirable weather, and nurturing economic environment are just a few of the reasons why Palmdale will always be considered the aerospace capital of America.



The LMH1 hybrid airship

When **Lockheed Martin** relocated its Skunk Works headquarters to Palmdale in 1989, no one could have predicted the decades-long impact it would create on our community. And despite the classified nature of its operations, it's no secret that Lockheed Martin is a substantial driver of Palmdale's economy. The security and aerospace company employs more than 3,000 residents, and produces another three to four indirect and induced jobs for the local economy as a result.

Lockheed Martin's top-secret Skunk Works division landed its first contract for the LMH1 hybrid airship, a project more than a decade in the making. Built in Palmdale, the airship offers the simplicity of a pickup truck by carrying cargo loads and personnel in and out of remote areas. Burning less than one tenth the fuel of a helicopter per ton, the hybrid airship will redefine sustainability for the future.



Northrop Grumman Corporation may have locations across 26 countries, but the Palmdale plant garners plenty of attention. It was recently designated "Quality Plant of 2019" for its use of world-class technology, procedures, equipment, and services to improve manufacturing operations. The success of Northrop Grumman's Palmdale plant isn't just due to location—which allows for privacy and pristine flying conditions. In partnership with the City of Palmdale, America's Job Centers of California, County of Los Angeles Community and Senior Services, and Antelope Valley College, Northrop Grumman also benefits from a steady stream of qualified and capable workers via a new job training consortium. The partnership is geared to screen, train, and prepare applicants for aerospace and manufacturing positions at Northrop Grumman over the next five years.

Northrop Grumman plans to add 1,700 employees during the next two years as it expands its Palmdale facility and anticipates 5,200 workers by December 2019.



Palmdale doesn't just take to the skies—it also thrives in ground transportation.

**Case in point:
Kinkisharyo**



PILOTING
COMMERCE

Palmdale may be just an hour from bustling Los Angeles, but the culture of the City boasts a homegrown atmosphere that resonates with its retailers. Brick and mortar stores experience a unique advantage in Palmdale. The City's longtime, multigenerational residents reward businesses with years of customer loyalty, as many of Palmdale's successful shops have been established for decades. And as Palmdale brings in more jobs, retailers earn the business of newcomers too, who are eager to explore everything the City has to offer.

Hillside communities are a boon for retailers. Residents are more likely to opt for nearby entertainment than trek to outside towns. That's why sales tax profits comprise 32 percent of Palmdale's general revenues and more than 20 percent of resident employment lies in the retail sector. From department stores to diners, Palmdale has created an environment where retailers not only thrive, but conquer.

The Palmdale-Kinkisharyo relationship may be just five years old, but the rail car company's operation already feels like an integral component to the City's success. Occupying more than 60 acres of land, Kinkisharyo's 460,000-square-foot facility is a testament to the City's expanding infrastructure presence.

Light rail transportation is a burgeoning industry in Southern California, where congestion continues to plague commuters. At Kinkisharyo's Palmdale facility, hundreds of employees work to produce rail cars that will be used to transport countless passengers via the Los Angeles County Metropolitan Transportation Authority (Metro).

Prior to the facility's opening, Kinkisharyo's rail cars were being built in Japan. The move to manufacture rail cars in Palmdale not only benefits the local economy but supports a nationwide desire to keep industrial jobs in America. Upon Kinkisharyo's arrival in Palmdale, the facility was contracted to produce 78 rail vehicles, but Metro quickly opted to buy 157 more. And as ridership grows in Los Angeles, the City expects Kinkisharyo to expand its local presence to meet that demand.

"Since moving to Palmdale, Kinkisharyo generated more than 400 jobs while working with the City of Palmdale and local resource centers to recruit and source a majority of the employees that work at the facility. Without the professional interaction of all of the City groups from Palmdale, the road to completion would not have been as successful as it was."

— Steve Huckabay, Senior Manager, Kinkisharyo



Sir Richard Branson is bringing his new brand "Virgin Trains USA" to Palmdale in partnership with Brightline, the nation's first new major private intercity passenger railroad in over a century. The high-speed rail project, which has a federally approved corridor between Las Vegas and Victorville, will continue the line to Palmdale and connect with other transportation services.





“The City of Palmdale remains a valued partner in supporting the success of the Antelope Valley Mall. We can always count on them to work with us to streamline processes, coordinate with our vendors, and help attract creative retailers to our location.”
 – Scott Cummings, General Manager
 Antelope Valley Mall

The Antelope Valley Mall, the only regional mall in its trade area, is a hub for some of the City’s most successful retailers. With more than one million square feet, the mall is home to more than 100 stores, shops, and restaurants who serve our diverse population. When the Antelope Valley Mall opened in 1990, the center’s developer was quoted to say, “It has all the ingredients for a very successful project.” Those ingredients are still active today, and they propelled the mall to become the third largest employer in the area.



Dillard’s department store is somewhat of a legend in this City. Palmdale was the first Dillard’s location opened by the retailer in Southern California, and despite not having the name recognition of common West Coast-based stores, it has reigned supreme in the City. The evergreen retailer has outlasted several barriers to its success—recessions, boutique shops, and online demand—to become a beloved and stalwart symbol in Palmdale. Shoppers have been frequenting the many Dillard’s departments since its opening in 1999, and the Palmdale location has remained one of the most profitable in California.



When **Yard House** broke ground in Palmdale in 2011, the popular sports bar was already a nationally recognized chain. But despite its expansive presence, Yard House wasted no time making a statement in the community. The 13,050-square-foot location employs dozens of locals, particularly Palmdale’s younger generation eager to break into the workforce. The restaurant continues to draw a packed house, enabling it to give back to some lucky families as a result of Yard House’s \$10,000 donation to the City of Palmdale South Antelope Valley Emergency Services.



At the time that **BJ’s Restaurant and Brewhouse** chose Palmdale for its 59th location, the casual dining sector was waffling. But Palmdale was just the right City for such a business to thrive, which explains the strong numbers the restaurant achieved when it opened its doors. Palmdale’s BJ’s Restaurant and Brewhouse set a company record for first-week sales, serving 15,000 diners and accruing \$167,000 in just seven days. The 8,500-square-foot restaurant held onto the title of highest weekly sales into its second week after opening day and remains one of the most popular eateries in the City.



Thousands of people come to the high desert each year, contributing greatly to Palmdale’s local and regional economies by spending money for lodging, food, gasoline and other goods and services. Palmdale’s booming tourism presence has fueled the additions of several new lodging options, most notably **Home2 Suites by Hilton** and the **Element Hotel by Westin**.

Palmdale welcomed Hilton’s industry-first all-suites center in 2018 with an epic 93-room, four-story building. The specialized suites are a perfect fit for Palmdale travelers, as the City frequently hosts executives for extended stays.



Another first in Palmdale’s hotel history, the Element Hotel by Westin opened its inaugural 123-room location in 2017. Like Home2 Suites, the Element is also an extended stay hotel. Palmdale’s growing aerospace and manufacturing contracts are bringing hundreds of travelers in need of short-term housing. The location is just minutes to downtown Palmdale and utilizes the latest in green technology with 100 percent recycled carpet and Energy Star-rated appliances.

Two out of every three travelers to the City of Palmdale hold positions in government sectors.



CITY OF PALMDALE

A PLACE FOR YOUR BUSINESS TO TAKE FLIGHT

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