



OPPORTUNITY 1

LOCAL EQUITY'S MONTHLY IMPACT INVESTMENT NEWSLETTER

Impact Investment - EB5 Regional Center - Opportunity Zones - Economic Development - Project Entitlement

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NEW: Local Equity Regional Center. [Download our EB-5 Brochure.](#)

Using Risk Management Technology to Construct a Brownfields Inventory

Local Equity has partnered with environmental consulting firm Cameron-Cole and EnviroSite, both ADEC Innovations, to bringing their extensive brownfield experience and proprietary property risk map (PRM) software to the City of Barstow, California, to develop a brownfield inventory and identify sites for further assessment.

In 2021, the California Department of Toxic Substances Control announced more than \$250 million in grants through its Equitable Community Revitalization Grant (ECRG) to encourage brownfield cleanup and redevelopment. In 2024 Barstow was approved for two community-wide assessment grants of \$350,000 each and Local Equity was selected as the project manager. To identify as many potential sites as possible in their limited amount of time, Barstow has partnered with Cameron-Cole to use EnviroSite's PRM and their expert staff to develop a brownfields inventory and identify sites for further assessment through preparation of Phase I Environmental Site Assessments (ESAs), and, if/where needed, a Phase II as well. [Read more.](#)

Palm Springs airport gets OK for a multibillion-dollar upgrade

Palm Springs International Airport is launching a \$2.2 billion expansion, now that the Palm Springs City Council has approved a master plan for the project.

With its distinctive mid-century modern architecture and an airy, open design, the airport has been a city landmark since it opened in 1966. The master plan, approved Jan. 23, tries to preserve that character while adding new features and doubling the number of passengers per year.

"Our modernization efforts are about more than just improving infrastructure — it's about creating an experience that embodies the unique spirit and hospitality of Palm Springs while supporting the continued growth of our economy and tourism industry," Palm Springs Mayor Ron deHarte said.

The airport was built for about 1.5 million passengers per year, said airport spokesperson Jake Ingrassia. Passenger traffic jumped to 3.2 million in 2023 and 2024 and is expected to double to 6.4 million by 2042, as the region's population and tourism industry expand, he said. [Read more.](#)

City of Menifee named Best City by Inland Empire Magazine

Inland Empire Magazine readers have spoken, and they have chosen Menifee as the Best City in the Inland Empire for 2025. Menifee was one of several cities from the region nominated for the award.

Incorporated in 2008 with a population of approximately 50,000, Menifee is now the largest city in southwest Riverside County with over 115,000 residents. As Menifee continues to mature and evolve, the City remains focused on planning with purpose and taking the steps necessary to set the foundation for the city's continued success.

"Menifee is dedicated to thoughtful planning and ensuring that everything we do provides our residents and businesses with the best quality of life possible," said City Manager Armando G. Villa. "Our City

 Local Equity Impact Investment- Using Risk Management Technology to Construct a Brownfields Inventory; Palm Springs airport gets OK; Cit... Council has adopted a Five-Year Strategic Plan and \$700-million Capital Improvement Program that will further ensure Menifee remains a premier, safe, and thriving community.” [Read more.](#)

11 years after a celebrated opening, massive solar plant faces a bleak future in the Mojave Desert

What was once the world's largest solar power plant of its type appears headed for closure just 11 years after opening, under pressure from cheaper green energy sources. Meanwhile, environmentalists continue to blame the Mojave Desert plant for killing thousands of birds and tortoises.

The Ivanpah solar power plant formally opened in 2014 on roughly 5 square miles of federal land near the California-Nevada border. Though it was hailed at the time as a breakthrough moment for clean energy, its power has been struggling to compete with cheaper solar technologies.

Pacific Gas & Electric said in a statement it had agreed with owners — including NRG Energy Inc. — to terminate its contracts with the Ivanpah plant. If approved by regulators, the deal would lead to closing two of the plant's three units starting in 2026. The contracts were expected to run through 2039. [Read more.](#)

Starlux Airlines Co., Ltd. to Begin Service Between the Inland Empire and Taiwan in June 2025

Ontario International Airport welcomed news from STARLUX Airlines that it will begin service between the Inland Empire and Taiwan in June. The Taipei-based carrier will initiate nonstop service between ONT and Taipei, Taiwan on June 2, 2025, with flights operating four times a week in both directions. Monday, Wednesday, Friday and Saturday. [Read more.](#)

Amazon announces 2,000 new job openings in the Inland Empire

Amazon officials have announced the availability of thousands of new full and part-time jobs in the Inland Empire. The jobs are at the company's newly opened inbound cross dock facilities in Fontana in San Bernardino County and Jurupa Valley in Riverside County, the company announced this month.

According to the company, the new inbound cross docks are designed to receive and prepare goods for Amazon's fulfillment centers. Similar to distribution centers, the docks play a crucial role in quickly moving goods through Amazon's logistics network, enhancing efficiency in the supply chain.

Amazon officials stated that job recruitment is part of the significant expansion in the Inland Empire, which underscores the company's commitment to growth and investment in the region. [Read more.](#)

California's Battery Boom! The Future of Energy Storage is Here.

California is spearheading a revolution in energy storage with advancements in battery technology, ushering in a new era of sustainability and energy resilience. As the state pivots towards renewable energy, battery storage is emerging as a crucial component in stabilizing the grid, ensuring continuous power supply when the sun isn't shining or the wind isn't blowing. Recent breakthroughs in lithium-ion and alternative chemistries, such as vanadium flow and sodium-ion batteries, are driving this transformation. Companies like Tesla, Fluence, and several startups are deploying large-scale storage projects, capable of storing hundreds of megawatt-hours of electricity. These systems not only store excess renewable energy but also enhance grid reliability by providing backup power during outages or peak demand periods. This shift to battery storage is not solely about technology; it carries profound environmental and economic benefits. By reducing reliance on fossil fuels, California is cutting carbon emissions and advocating for a cleaner environment. Economically, the sector is creating jobs and fostering innovation, attracting investments globally. Moreover, these advancements hint at a future where individuals can store solar energy at home, minimizing reliance on the grid. [Read more.](#)

How to Write an RFP/RFQ

Creating a Request for Proposal (RFP) or Request for Qualifications (RFQ) is a structured process designed to solicit bids from potential vendors or service providers who can meet specific project requirements. Here's a short guide to crafting an effective RFP or RFQ:

1. Introduction and Overview

Introduce the project and clarify the need for external services.

Provide background information about your organization and the specific environmental consulting needs.

2. Statement of Purpose or Scope of Work (SOW)

Define the project requirements and consultant responsibilities.

Include detailed descriptions of tasks, expected deliverables, and objectives.

3. Submission Guidelines

Specify the proposal submission process, including formatting requirements, necessary contents (such as cover letters, resumes, and technical approaches), and the preferred method of delivery (electronic or hard copy).

Indicate the number of copies required, response length, and any other pertinent submission details.

[Read more.](#)

Phoenix, Orange County and Inland Empire Emerge as Leading U.S. Industrial Markets

In the final quarter of 2024, industrial real estate remained one of the most stable segments within commercial real estate, according to CommercialCafe. Development pipelines slowed across most markets, while vacancies continued to rise at a controlled pace. As a result, the market trend in Q4 2024 focused on absorbing the record-breaking industrial developments of recent years.

Key U.S. Industrial Market Insights:

- Overall Market: Phoenix maintained its position as the leading industrial real estate market, with Orange County and the Inland Empire in California rounding out the top three.
- Average Rent: All 30 major markets experienced annual increases in asking rents, with Orange County posting the highest nationwide average at \$16.2 per square foot.
- Vacancy Rates: Orange County was one of only five major markets to see a decline in vacancies quarter-over-quarter, achieving the lowest rate in the study at 4.2% in Q4.
- Industrial Construction: Across the 30 major markets, 34.5 million square feet of industrial space was delivered in Q4, with an additional 188.2 million square feet under construction. Phoenix led in both Q4 deliveries and active pipeline projects.
- Average Sale Price: The Bay Area remained the most expensive market for industrial space, with an average sale price of \$458.40 per square foot, followed by Orange County, Los Angeles, and the Inland Empire.
- Loan Maturities: Portland, Oregon, had the lowest share of industrial real estate loans maturing in 2025, followed by Bridgeport, Connecticut, and Baltimore.
- Search Trends: Houston recorded the highest online search volume for industrial real estate keywords in Q4, while Boston experienced the greatest year-over-year growth in search interest.

[Read more.](#)

IE Bullet Train Gets Federal Praise As SF-LA Project Under Scrutiny

INLAND EMPIRE, CA — The flow of federal for a 400-mile high-speed rail project that would carry passengers between Los Angeles and San Francisco may come to a grinding halt as the Trump administration opened an investigation into the ongoing plan on Thursday.

While Republican leaders and the U.S. Transportation Secretary denounced that plan, publically calling it a spending disaster, another project slated to take passengers between the Inland Empire and Las Vegas received surprising praise.

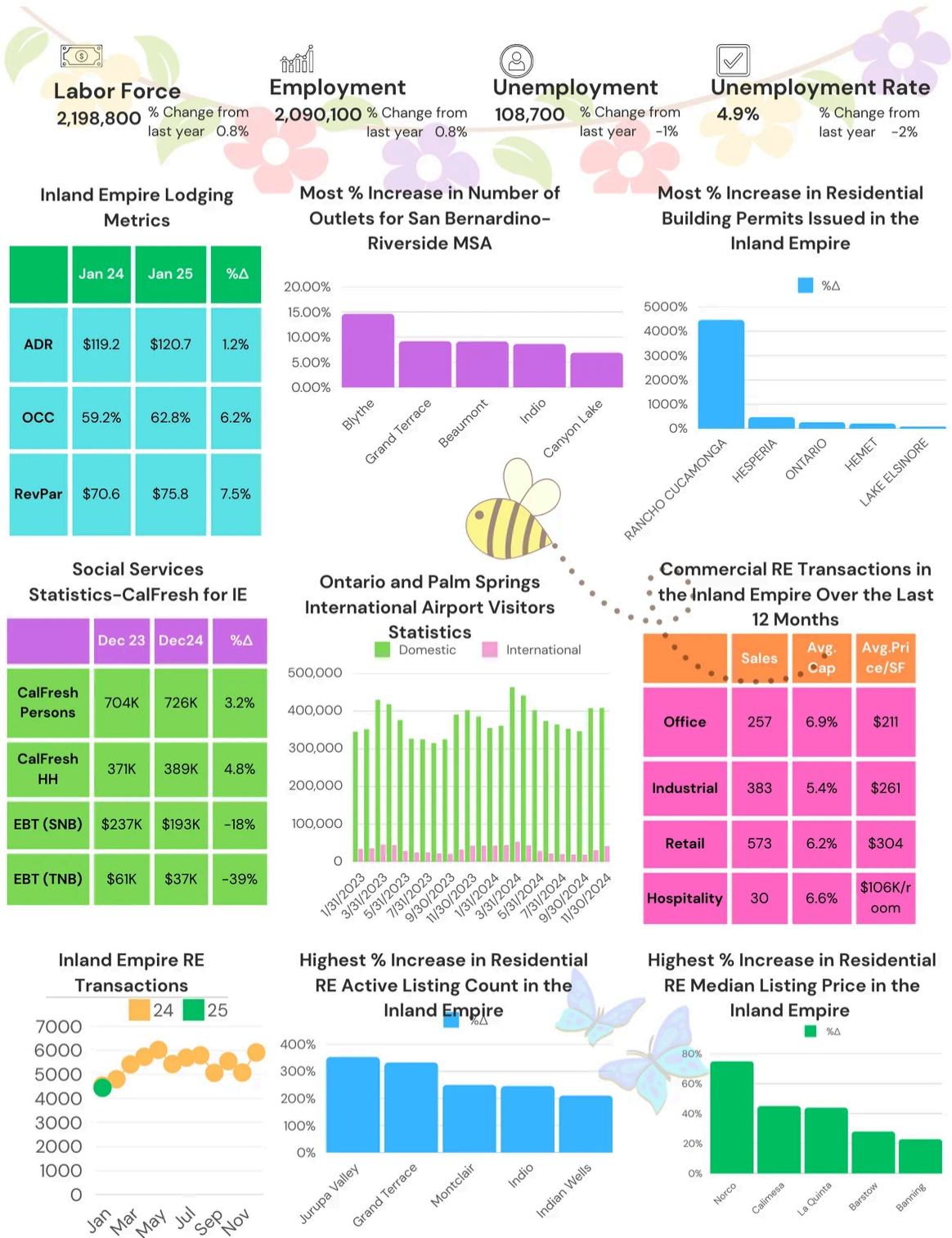
In a federal news release, Sean Duffy, the U.S. transportation secretary, announced the federal review of the multi-billion dollar LA to SF project, calling it "massively over-budget and delayed." He also noted that the project has a lot of differences from the IE's project, managed by Brightline. [Read more.](#)

Federal Grants w/ Opportunity Zone Priority

AGENCY	GRANT	CLOSING DATE	OPPORTUNITY NUMBER
Department of Energy	PLANT ENGINEERING TO REVOLUTIONIZE SUSTAINABLE ENERGY PRODUCTION AND HEIGHTEN OPPORTUNITIES FOR NOVEL EFFICIENCY (PERSEPHONE)	Mar. 4, 2025	DE-FOA-0003551
	PLANT ENGINEERING TO REVOLUTIONIZE SUSTAINABLE ENERGY PRODUCTION AND HEIGHTEN OPPORTUNITIES FOR NOVEL EFFICIENCY SBIR/STTR (PERSEPHONE SBIR/STTR)	Mar. 4, 2025	DE-FOA-0003552
	Inspiring Generations of New Innovators to Impact Technologies in Energy (IGNITE) 2025	Mar. 7, 2025	DE-FOA-0003477
	DISRUPTIVE DC CONVERTERS FOR GRID RESILIENT INFRASTRUCTURE TO DELIVER SUSTAINABLE ENERGY (DC-GRIDS)	Mar. 3, 2025	DE-FOA-0003499
	DISRUPTIVE DC CONVERTERS FOR GRID RESILIENT INFRASTRUCTURE TO DELIVER SUSTAINABLE ENERGY SBIR/STTR (DC-GRIDS SBIR/STTR)	Mar. 3, 2025	DE-FOA-0003500
	SEEDING CRITICAL ADVANCES FOR LEADING ENERGY TECHNOLOGIES WITH UNTAPPED POTENTIAL (SCALEUP) READY	Sep. 29, 2029	DE-FOA-0003467
	SPURRING PROJECTS TO ADVANCE ENERGY RESEARCH AND KNOWLEDGE SWIFTLY (SPARKS)	Sep. 30, 2029	DE-FOA-0003164
Department of Health and Human Services	Basic Center Program		HHS-2025-ACF-ACYF-CY-0006
	Measurement of Reflective Supervision in Home Visiting: Research and Evaluation Grants		HHS-2025-ACF-OPRE-PV-0035
	Tribal Early Childhood and Family Economic Well-being Research Center (TRC)		HHS-2025-ACF-OPRE-PH-0017

Local Equity Data Dashboard

Good investment decisions can only be made with reliable data. We also recognize that many official data sources lack the accuracy and freshness needed to paint the real picture of the local economy. Our comprehensive platform of data is fed by a growing number of fresh sources, enabling local investors and developers to make quicker decisions. Custom reports are now available by City.



The company is engaged in:

1. Technical Assistance:

- Surplus Land Act (SLA) prep, syndication, and coordination with HCD
- Governor's Office for Business & Economic Development (GoBiz) Site Selection response
- Developer attraction, development underwriting, and capital stack creation
- Incentive management (Impact Fees, Infrastructure, TOT Rebates)
- Local developer support and intake qualification.
- Cannabis reporting and compliance advisory
- Economic Impact Studies
- Tax Increment Financing (EIFD, CRIA) and other district formations coordination
- RFP creation & response coordination
- Easement and Right of Way acquisition and recording
- Indian tribes non tribal land development
- Pro Housing designation process
- Site assemblage
- Entitlement work

2. Real Estate Investment, Development, and Management Pipeline:

- Civic infrastructure buildings
- Entertainment and tourism assets
- Medical facilities
- Hotels
- Supermarkets, QSRs, Gas Stations
- Water & wastewater facilities
- Brownfields Management & Support
- Energy Generation & Storage
- Airport Hangars
- Industrial

Notable Memberships and participation:

- The California Association for Local Economic Development (CalED)- Financing Committee
- Small Business Development Corporation of Orange County (Board Seat)
- Discover Inland Empire Tourism (Board Chair)
- Beverly Hills Conference and Visitor's Bureau (Board Seat)

Strength:

- Extensive national investor and lender network
- Existing relationships in economic development and senior leadership with State/Federal
- Strong bench strength in economic analysis and investment modelling with scalable platform
- Experience in alternative financing including C-Pace, EB-5, Opportunity Zones, Tax Credits
- Strong reputation for 'getting things done in a timely manner'

Licenses:

1. California Finance Lender & Broker: 60DBO-128090
2. United States Customers and Immigration Services (USCIS) Regional Center: RC2300004157

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